

# THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,  
The Pharmaceutical Society of Northern Ireland,  
The Chemists' and Druggists' Society of Ireland, and of  
other Chemists' Societies in Overseas Dominions*

PUBLISHED AT  
28 ESSEX STREET, STRAND, LONDON, W.C.2

Telegrams: "Chemicus, Estrand, London" Telephone: Central 6565 (8 lines)

## BRANCH OFFICES

4 CANNON STREET, MANCHESTER (TEL.: BLACKFRIARS 3052)

19 WATERLOO STREET, GLASGOW (TEL.: CENTRAL 2329)

155 AVENUE DE WAGRAM, PARIS, XVII<sup>e</sup> (TEL.: ETOILE 19-79)

PLANTAGE FRANSCHELAAN 32 AMSTERDAM-C, HOLLAND

54 FOSTER'S BUILDINGS, HIGH STREET, SHEFFIELD (TEL.: 22458)

372 FLINDERS LANE, MELBOURNE, AUSTRALIA

(TEL.: ETOILE 19-79)

## CONTENTS

VOL. 122, NO. 2875

MARCH 16, 1935

| PAGE                          | PAGE                                | PAGE  | PAGE                          |
|-------------------------------|-------------------------------------|---|-------------------------------|
| Avocado Oil in Cosmetics 318  | Deaths ..... 331                    | Jubilee Decorations ..... 321                 | Retrospect ..... 344          |
| Births ..... 331              | Disinfection Dangers ..... 337      | Jubilee Illumination ..... 324                | Scottish Notes ..... 311      |
| Business Changes ..... 331    | Editorial Articles:—                | Legal Reports ..... 314                       | Simple Backgrounds ..... 330  |
| Codex Discussion ..... 336    | A Noteworthy Judgment ..... 335     | Manufacturers' Poison Sales: Appeal ..... 313 | Toilet Display Materials 326  |
| Codex and Its Perfumery 338   | A Financial Question... 335         | Marriages ..... 331                           | Toilet Notes in Pictures 328  |
| Coming Events ..... 333       | "Hymn of Breaking Strain" ..... 335 | Natural Musks ..... 316                       | Topical Reflections ..... 311 |
| Corner for Students ..... 338 | Gazette ..... 315                   | New Companies and Company News ..... 315      | Trade Marks ..... 333         |
| Correspondence:—              | Iodine Ointment Appeal 312          | News of the Week ..... 307                    | Trade Notes ..... 332         |
| Letters ..... 343             | Information Department 334          | Personalities ..... 331                       | Trade Report ..... 339        |
| Miscellaneous Inquiries 344   | Irish Notes ..... 310               |   | Wills ..... 331               |
| Subscribers' Symposium 344    |                                     |   | Windows for Easter ..... 319  |
| Coty Display ..... 320        |                                     |   |                               |

## News of the Week

### Import Duties Notice—Drawback on Castor Seed

The Treasury, on the recommendation of the Import Duties Advisory Committee, have issued Drawback (No. 5) Order, 1935, as follows:—

1. Drawback as respects duties chargeable under Part I of the Import Duties Act, 1932, shall be allowed in the case of castor oil in respect of the CASTOR SEED used in the manufacture thereof.
2. Subject to the provisions of subsection (4) of Section 9 of the Finance Act, 1932, the drawback shall be allowed in respect of the average quantity of the material aforesaid used by manufacturers generally in the manufacture of castor oil, that is to say 2½ tons of castor seed per ton of castor oil.
3. The rate of drawback shall be 16s. 6d. per ton weight of the material aforesaid.
4. In the case of fractions of a ton, the quantity of material in respect of which drawback may be allowed, and the amount of drawback, shall be calculated proportionately.
5. The drawback shall not be allowed in respect of the material aforesaid imported before March 12, 1934.

### "The Cyanides" in Rouen

A party of nineteen from the London College of Pharmacy have just returned from a visit to Rouen, where a match was played against the combined eleven from the Lycée Corneille and the Ecole Normale de Rouen. A large crowd witnessed the game, which was played at the F.C. Rouen Stadium on March 7 and resulted in a win for the French side by 9-4. The Rouennais played with wonderful skill and speed, their ball control and team work being far superior to that of the Londoners, who were completely outmanœuvred during the opening stages. Passing with precision and accuracy the Frenchmen pressed continuously, and at half-time led by 6-1. The second period was much more evenly contested, despite the substitution of three new players in the home team, and each side registered three goals. London were pressing hard

at the close. An unfortunate injury to their centre-half in the first few minutes of the game seriously handicapped the pharmacy team, but this does not minimise the merit of the victory of the Rouennais, who gave a marvellous exhibition. They have reached the quarter finals of the All-France championship, and many of their players often assist the professional F.C. Rouen reserve team. The London College wish them all success in their efforts to gain the coveted championship title. At half-time, M. Cornier, the representative of the Mayor of Rouen, visited the English players in their dressing-room to welcome them officially and to present them with a plaque to commemorate their visit to the city.

After the game the whole party attended a reception at the Lycée Corneille. In his speech of welcome, M. Buisson, Proviseur du Lycée, expressed the hope that this visit would only be the first of many. The London College was the first English team to meet that of the Lycée Corneille and nothing but good could come of such fraternisation. The Censeur, M. Couturier, made a delightful speech in English. He said that although the French students were victorious they did not forget that England, "that gem set in a silver sea," was the mother of sport, and that they considered that the London College had worthily upheld the traditions of English sportsmanship. Mr. V. P. Gelli, organiser of the visit, speaking in French, replied to these greetings on behalf of the College, and expressed sincere appreciation of the wonderful welcome given to his team and their supporters. He also congratulated the victors on their magnificent football, and said that it was no disgrace to be beaten by such a fine side. He promised that he would return next year, if possible, with a London College team in search of friendly revenge. Mr. I. G. Rankin, principal of the L.C.P., also expressed thanks; he said that the warmth and sincerity of the welcome had greatly moved the members of his party.



### Blackburn

Two members of the drug trade in Blackburn have recently been appointed justices of the peace—Councillor B. Holden,



COUNCILLOR W. E. WOOLLEY, J.P.



COUNCILLOR B. HOLDEN, J.P.

chemist and druggist, Victoria Street, and Councillor W. E. Woolley, a director of Cupal, Ltd., manufacturing chemists.

### Birmingham

A meeting of the scientific section of the Birmingham and District Branch of the Pharmaceutical Society was held on March 5 at the Imperial Hotel, when Mr. Garfield Thomas, M.Sc., A.I.C. (biochemist to the General Hospital, Birmingham), delivered a lecture on "Insulin." The lecture was illustrated by lantern slides.

The fifth annual dinner and presentation of trophies of the golf section of the Birmingham Pharmaceutical Association was held at the Farcroft Hotel recently. The function was presided over by the president (Mr. Maurice Smith), and was the most successful since the inauguration of this section. Upwards of 100 members enjoyed an excellent dinner, and the subsequent proceedings added much to the enjoyment. The following trophies and prizes were presented:—Cuxson, Gerrard bowl and replica to Mr. T. R. I. Norman. The president's replica to Mrs. T. H. Martin. Golf section prize to Mr. T. R. I. Norman. Alco cup and replica to Miss B. Siviter. Burgoyne cup and replica to Mr. W. H. Fletcher, golf section prize to

Mrs. A. S. Price. Ucal cup and replica to Mr. A. S. Price. Mr. R. Spargo's prize to Mr. T. Varley. Captain's prize to Mrs. L. H. Teare. Association cup to Mr. E. Jones. Association cup to Mrs. T. Varley. Coty cup and replica to Mr. J. O. Jones. Golf section prize to Mrs. T. Varley. Southall cup and replica to Mr. E. Margerrison. Southall replica to Mrs. S. Collyer. Andrew's salver to Mr. T. Varley. Golf section prize to Mrs. T. Varley. Potter and Moore cup and replica to Mr. T. H. Martin. Mr. Norman's prize to Mrs. T. Little. Golf balls presented by the section to runners-up in each competition:—Mr. T. Varley, Mr. E. Margerrison, Mr. A. S. Price, Mr. A. H. Smith, Mr. T. H. Martin, Mr. W. O. Payne, Mr. W. H. Fletcher, Mr. F. L. Dent. Mr. Fletcher's aggregate prize to Mr. T. H. Martin. Mr. Price's aggregate prize to Mrs. T. Varley. Mr. Teare's aggregate prize to Mr. E. Jones. Mr. White's aggregate prize to Mr. W. O. Payne. Mr. Varley's veteran's prize to Mr. W. H. Fletcher. Among the trophies on view was one recently presented by The British Drug Houses, Ltd., for competition between the golf sections of the Manchester and Birmingham chemists.

### Eastbourne

Recently about fifty members and friends gathered together for the first event of the newly-formed Eastbourne Junior Pharmacy League. The function took the form of a supper and social evening. The president (Mr. A. Harmer) acted as host and was supported by Mr. R. W. Starling (secretary), Miss Fort (assistant secretary), and the Committee (Messrs. Trinder and Holroyd, Misses A. E. Thorpe and V. Coster). Representing the senior association were Mr. Marchant (secretary), Mr. F. Temple and Miss Senior. Mr. Temple, returning thanks for the toast of "The Visitors," remarked that whereas all those present seemed well acquainted with each other, at the initial event of the senior association many years ago the majority were strangers. Competitions held after supper included a "smelling competition," which was won by Mr. Halstead. Other winners during the evening were as follows:—Messrs. Marchant, Evans, Stedman, Avery and Trinder, Misses Orren, Misses Coster, Lulham, Betts, Burke and Knight. There was a period for games and dancing, followed by community singing conducted by Mr. R. W. Starling. A vote of thanks was given to Mrs. F. Temple for presenting prizes. Thanks are also due for the gratuitous services of a musical trio provided by Miss Orren.

### Leeds

After eighteen years of planning, the new Leeds Homœopathic Dispensary has been opened. The old premises in Woodhouse Square were closed in 1917.



AT THE STAFF DINNER-DANCE OF HIRST, BROOKE & HIRST, LTD., VICTORY HOTEL, LEEDS, MARCH 2



March 16, 1935

### Liverpool

An effective window display has been made at the pharmacy of Vaughan Jones & Co., incorporating the N.P.U. "Safety in Medicines" slogan and showing pharmaceutical apparatus.

On March 7 members of the Guild of Public Pharmacists (Liverpool Branch) paid a visit to the biological laboratories of R. Silcock & Sons through the kindness of Mr. W. H. Topham, B.Sc. Much interesting research work is carried on in these laboratories on the subject of vitamins, and Mr. Topham explained the methods used to test samples of vitamins and foods containing them. Sections of bone were shown which illustrated the stages of development from a state of rickets to a healthy state after the administration of vitamin D. Interesting apparatus was demonstrated, including a spectroscope used for determining the amount of vitamins present in a sample compared with a known sample. A hearty vote of thanks was proposed by Mr. Henrikson to Mr. Topham and his staff.

### London

At Middlesex Sessions, on March 7, William Andrews (28), waiter, was sentenced to six months' imprisonment for being in unauthorised possession of "dangerous" drugs, said to have been stolen from the shop of an Acton chemist.

The last dance of the season of the North London Pharmaceutical Association was held on March 7, at the Manor House Hotel, Finsbury Park. The experiment of arranging monthly dances with a young organising committee has been justified, a "full house" on each occasion being recorded. The committee consisted of Messrs. Morton, Tyrrell, Estlick and Weiss. At the end of the evening Mr. Herbert Skinner made a few remarks congratulating the committee on carrying the series to such a pleasing conclusion. Profit had been made at each dance, and the whole was used in giving a present to every lady and gentleman.

The annual dinner and dance of the South-East London Chemists' Association was held at the Hotel Metropole, London, W.C.2, on Thursday, March 7. This annual function attracted a large and representative gathering of chemists and members of the wholesale trade. The company numbered over 250 under the genial chairmanship of Mr. Cecil H. Foster (president of the Association). Supporting the president at the top table were Mrs. Foster; Mr. John Keall (president of the Pharmaceutical Society) and Mrs. Keall; Lord Horder, K.C.V.O., M.D., F.R.C.P., and Lady Horder; Dr. E. E. Mallett and Mrs. Mallett; Dr. E. R. Cullinan and Mrs. Cullinan; Dr. L. P. Garrod and Mrs. Garrod; Mr. H. N. Linstead (secretary of the Pharmaceutical Society) and Mrs. Linstead; Mr. and Mrs. Beardsley; Mr. and Mrs. Melhuish; Mr. and Mrs. C. A. Noble; Mr. and Mrs. David T. Jones; Mr. and Mrs. Gray; Mr. and Mrs. Tocher. The spur tables were in charge of Messrs. I. Hennemann, E. Richardson, the secretary (Mr. E. Oswald Wells), Neil Sinclair, R. J. Dickson, J. Paterson, W. J. Turner, J. E. Lockyer and Captain J. J. G. Hay. The company included also Mr. and Mrs. Irvine, Mr. Max Beiles and Mr. Schrager (two chemists from Uganda), the president of the P.D.A. (Mr. Donald Foster), the secretary of the P.D.A. (Mr. E. J. Andrew), Messrs. J. Milner, W. C. Spooner, A. J. Wing, C. Happold, F. Lawrence and J. Edwards. After the loyal toast, the toast of "The Pharmaceutical Society" was proposed by Mr. Neil Sinclair, who said it was not so many years since he had presented himself at Bloomsbury Square. Since then the Pharmacy and Poisons Act had been passed and the Society had become truly representative of pharmacy. This Act had much to commend it, and he hoped it would be a sure and solid foundation for a new and further Act, not merely a Pharmacy and Poisons Act but a Pharmacy, Poisons and Dispensing Act. On behalf of the South-Eastern Association he congratulated the Society and Council on their progress in educational policy. Mr. Keall, in reply, said there was a definite link between the South-Eastern Association and his own Association, the South-Western. Most of the provisions of the Pharmacy and Poisons Act had been carried out, and the same meticulous care would be taken with the remainder. Those interested in finance would find in the financial statement that the Council had pursued a wise policy and that the financial position of the Society was strong. He was afraid that the position regarding the new building was entirely misunderstood. There was no fear that the Council would do anything silly, unwise and unsound from the financial point of view. At this point Mrs. Foster drew

the lucky numbers which entitled the holders to attractive prizes.

The "South-Eastern" was proposed by Mr. Linstead, who said he thought the South-Eastern Association was one of the most efficient pharmaceutical organisations in this country. This efficiency was due largely to the real capability of Mr. E. Oswald Wells. Mr. Linstead coupled with the toast the name of the president, adding that he ought to couple with the toast the name of the president's father, who must be delighted to see one of his sons in the chair of his own Association and another son in the chair of another Association (Reigate and Redhill) in the same year. Mr. Foster, in reply, remarked that his father had impressed them that the only way that pharmacists would get anywhere was by better attendance at meetings. He welcomed Dr. Mallett, Dr. Cullinan, and Dr. Garrod from the Woolwich Polytechnic. There was a pleasant interlude at this point. Mr. Foster asked his wife, on behalf of the Association, to hand to Mr. Keall a cheque for £18 18s. 5d. for the Benevolent Fund. This sum was raised by functions arranged by the ladies' committee. Mr. Foster said Mr. Skinner was absent, but he had sent him a telegram wishing them every success.

The toast of "Our Guests" was proposed by Mr. Paterson, who coupled with the toast the name of Lord Horder. Lord Horder said it was a great honour to reply to the toast. They had good food, good wine, good music. He liked the word "chemist," and recalled in particular the late Mr. Langford Moore. Many hours spent in the dispensary with Mr. Langford Moore had taught him a great deal. They at St. Bartholomew's were the first to rope in the pharmacist to teach the students how to handle drugs. Lord Horder also paid a tribute to Mr. F. W. Searle, the present chief pharmacist at St. Bartholomew's. Referring to the British Pharmaceutical Codex, Lord Horder said that this publication was a great piece of work. The room was then cleared for dancing.

### Manchester

Bottles of serum for use in cases of snake-bite are being purchased by the Belle Vue Zoo authorities, and keepers and attendants are to be instructed in their uses and application in case of keepers being bitten. Hitherto snake-bite serum has been kept only at the London Zoo.

Varying topics formed the subject of ten-minute papers delivered by some of the younger members of the Manchester Pharmaceutical Association at a meeting held on March 7 at the Victoria Hotel, Deansgate, with Mr. J. H. Franklin in the chair.

Mr. W. Gee's "Plan for Pharmacy," under which he suggested the introduction of nationalisation for pharmacists, was perhaps the most idealistic paper. He contended that the introduction of nationalisation would consolidate the position of the legitimate pharmacists, giving them the position which their training and profession rightly demanded they should have. Under a real scheme of nationalisation there would be definite work, definite hours, definite pay and definite holidays.

Dealing with the problem of "Local Organisation," Mr. W. Edwards urged a co-ordination of various pharmaceutical organisations in order to strengthen themselves and, at the same time, eliminate the multiplication of effort which at present existed. He felt that such organisations should be under the wing of the Association, although each section would look after its own especial problems. He would also introduce a sports section catering for various types of sport.

Presenting his paper "Whither Pharmacy," Mr. Bernard Wilkins considered that they would have to look to the younger generation to pull them out of the position into which the older generation had allowed them to drift. He strongly objected to chemists dealing with wholesale firms of grocers. If many of the matters that were wrong were righted, it would be the younger generation who would bring forward the solution of problems.

Mr. W. P. Philipson read a paper on "Hospital Pharmacy." He compared the present-day hospital dispensary with that existing in pre-war days. Since those days vast strides had been made, and this department was one of the most important in any hospital. The man who intended taking up hospital dispensary work as a career should have some specialised training to fit him for such exacting work.

An informative paper was delivered by Mr. J. R. Walmsley on "Wholesale Pharmacy," in which he instanced the large-scale work undertaken by this section of the pharmaceutical world. He referred to the important part played by the



wholesale pharmacists in furthering and assisting the work of the retail pharmacist.

Discussion followed, and although some proposals were termed idealistic, there was a general consensus of opinion that the readers of the papers were well deserving of a warm vote of thanks.

### Norwich

A meeting of the Norwich and District Branch of the Pharmaceutical Society was held recently, Mr. J. F. Collin presiding. It was reported that as a result of the dance held in January £14 had been sent to the Society's Benevolent Fund. A letter had been sent to the local medical association with a view to the inclusion of chemists in the medical service scheme. A committee was elected to deal with educational matters. Mr. Collin then called upon Dr. Stanley White to give an address on "Recent Advances in Gland Therapy."

### Portsmouth

A meeting of approved dealers in the area of the Portsmouth and District Branch of the Photographic Dealers' Association was held recently to discuss the altered conditions brought about by the resignation of the manufacturers from the Joint Council. Mr. E. H. Smith, Gosport, from the chair, urged cohesion among approved dealers and support of the P.D.A. The first annual meeting of the Branch was held at the same time. During 1934 there was considerable activity in an endeavour to organise and regulate photographic dealing, and for the coming season efforts are to be made to strengthen the membership of the Branch, so that the dealers and manufacturers can collaborate to keep the number of selling prints within reasonable limits. The officers elected for the year were:—Mr. E. H. Smith, Gosport, *Chairman*; Mr. W. S. B. Munsy, *Vice-Chairman*; Mr. W. R. Atterly, *Treasurer*; and Mr. F. H. Ruoff, *Secretary*, with Messrs. Macy, W. L. Barratt, McCulloch, R. Framlin, C. Fry, W. L. Egerton, E. L. Lewis and Trower as the *Executive Committee*.

### Plymouth

At a general meeting of the Plymouth and District Branch of the National Pharmaceutical Union, held on March 5, it was unanimously resolved to support the resolutions of the Oldham, West Kent and other branches with reference to the Radox gift scheme.

### Scarborough

The annual whist drive and dance of the Scarborough and District Branch of the Pharmaceutical Society was held recently at the Grand Hotel. Among the 150 guests was Miss Muriel Bolton (president of the Hull Chemists' Association). Miss Bolton was introduced to those present by Mr. W. H. Newton (president of the Branch), and later presented prizes to the successful whist players. During the evening a cabaret, produced by Mr. H. Walker, was presented and greatly delighted the guests.

### Miscellaneous

**WINE-LICENCE APPLICATIONS.**—An application for a wine licence by Mr. H. C. Brailey, chemist and druggist, Luton, has been granted. At the adjourned Leeds Brewster Sessions a similar application by Mr. L. H. Twydell, Ph.C., was refused.

**FIRES.**—The following outbreaks of fire have been recorded since our last report:—There was a slight outbreak of fire, on March 6, at the premises of Mr. J. Angus, chemist and druggist, Mile End Road, London, E. A quantity of methylated spirit was destroyed, but the damage was not of an extensive nature.—The premises occupied by Miller & Co., chemists, Tranquil Vale, Blackheath, were concerned in an outbreak of fire on March 11. The fire occurred in some offices above. Messrs. Miller's shop on the ground floor was damaged by water and breakage.

**HOLIDAY WITH PAY.**—In connection with the coming Royal Jubilee celebrations, an approach was made by the Joint Trade Union Committee for the Drug and Fine Chemical Trades to the Manufacturers' Association, with which there is a national agreement, for favourable consideration of a day's holiday with pay to all workers within its membership. The secretary of the Joint Committee has received from the Association's secretary an affirmative reply which will cover workers in London, Liverpool, Nottingham, Bristol, Leeds, Hitchin, Manchester, Stockport, York, Hull and Edinburgh.

## Irish Notes

### Ulster Retail Drug Trade Association

The monthly meeting of the Executive Committee was held in the Grand Central Hotel, Belfast, on March 5, Mr. James Dundee (president) in the chair. Regarding the Radox coupon gift scheme, the secretary read a lengthy reply from the manufacturers, who pointed out that as the scheme had just been launched it would not be fair to the public to withdraw suddenly; the minimum time arranged was one year, and as the expiration of this period the situation would be carefully considered and the opinion of the leading chemists taken as to the desirability of the scheme. The secretary was instructed to reply that the letter was not considered satisfactory, inasmuch as the manufacturers had already been informed by personal representations from chemists in addition to numerous resolutions passed by the various chemists' associations that the trade was most antagonistic to these free gift offers. The secretary of the Dublin and Provincial Retail Drug Trade Association wrote requesting the co-operation of the U.R.D.T.A. in their efforts to confine the sale of drugs, etc., to qualified chemists. The secretary was directed to write assuring the Dublin Association of co-operation in every way possible. It was agreed that the letter should be handed to the special committee recently formed to deal with such matters. Following a general discussion it was agreed, on the motion of Mr. E. A. Richey, seconded by Mr. W. J. Hardy, that a donation of £100 be given to the British Pharmaceutical Conference entertainment fund, with the best wishes of the Committee for the success of this function. Mr. Culbert mentioned that he had been in touch with an official of the Ministry of Agriculture regarding the possibility of a lecture or series of lectures dealing with the eradication of diseases in plants, etc., and explanatory of the methods and substances used in attaining this purpose. It was agreed, on the suggestion of Mr. Hardy, that this matter be left to Mr. Culbert and Mr. Dundee to arrange.

### Brevities

Pharmacists, in common with other classes in Northern Ireland, have suffered through the general revaluation which has just been completed. This was the first general revaluation of the area since 1864, except in Belfast, where the last was in 1901. Practically every pharmacist has had his valuation raised, outside the city by an average of 33½ per cent., while in the city the increases in some cases are up to 50 or even 100 per cent. The increases are most marked in the central area. District pharmacies have fared somewhat better, but have nearly all been raised. Speaking at Newcastle, Mr. R. Hastings, J.P., Ph.C., a member of Newcastle Urban District Council, said that the whole town was indignant over the new valuation.

At Larne Petty Sessions, on February 26, Mr. James W. Sandford, Ph.C., Main Street, brought a summons against Mr. John J. Perry, veterinary surgeon, Main Street, for threatening and abusive language on February 13. Mr. Perry was also named as defendant on an assault summons at the suit of Mr. James Pollock, Mr. Sandford's assistant, in respect of February 14. In outlining the case, Mr. J. L. Russell said that it was with much reluctance Mr. Sandford, who had been in business in Larne for eight years, had had to come to the Court for protection. The proceedings really arose out of a dispute as to title in the month of November, when Mr. Perry obliterated a sign that Mr. Sandford had above Mr. Perry's hall door; this door was beside the complainant's lock-up shop. The magistrates dismissed both cases, Mr. Perry to give an undertaking that he would keep out of the shop until the question as to title was settled in another court.

### Belfast

Mr. Alexander T. Hardy, Ph.C. (Davidson & Hardy, Castle Place, Belfast), has been elected a member of the Belfast Chamber of Trade.

At a special meeting of the Business Committee of the Belfast Chamber of Trade, on March 11, Mr. W. J. Hardy, Ph.C. (Davidson & Hardy), was appointed to represent the pharmacy section on a special committee appointed to consult with the rating committee to consider the advisability of recommending the establishment of a local rating and assessment committee as in England.



## Scottish Notes

## "Duncan's"

Former students of the Royal Dispensary School of Pharmacy, Edinburgh, are being notified of an appeal, the object of which is to perpetuate the memory of "Duncan's" in the form of an annual prize to be awarded to the best student in the pharmacy department of the new school, and, if the response is sufficient, a bronze medal in addition. The award would be known as the "Duncan Memorial Prize." Subscriptions may be sent to the treasurer, Mr. W. A. Beattie, c/o Duncan, Flockhart & Co., 104 Holyrood Road, Edinburgh.

## Brevities

At a recent meeting of Turriff Mutual Improvement Association, Dr. J. F. Tocher (Aberdeen) gave an informative talk on "Charles Murray and Other Makars."

Mr. Thomas C. White, L.D.S., son of Mr. T. W. White, chemist and druggist, Glasgow, has passed the final medical examination of the Royal College of Surgeons of Edinburgh, the Royal College of Physicians of Edinburgh, and the Royal Faculty of Physicians and Surgeons of Glasgow.

The final tie in the foursome competition of the Edinburgh Pharmacy Golf Club for the T. & H. Smith challenge trophy was played over the Broomieknowe course on March 6, and resulted in favour of Messrs. J. P. Gibb and John Noble, who defeated their opponents, Messrs. W. H. Chambers and W. A. M. Hourston.

It was announced on March 8 that agreement has been reached between the governors of the Heriot-Watt College and the managers of the Royal Public Dispensary of Edinburgh for the future arrangements in regard to the teaching of pharmacy in Edinburgh. It was stated that a formal agreement was now ready for signature whereby the Heriot-Watt College, with the full goodwill of the Royal Dispensary, became the centre for pharmaceutical training in the city. Instruction in pharmacy ceases at the Royal Dispensary, where it has been taught for many years, at the end of the current session. Arrangements are being made to transfer Mr. Eric Knott, Ph.C., lecturer in pharmacy and apothecary at the Royal Dispensary, as lecturer to the College.

A correspondent of "The British Medical Journal" (March 9, p. 514) writes from Huntly:—"A local chemist, who has worked in South Africa, is very enthusiastic over a form of treatment for tapeworm which a doctor friend used in that country. This consisted of administering chloroform in simple syrup by mouth to the patient. To a male patient, in whose appendix a live segment of *Tænia saginata* had been found at operation twelve days previously, a 20-minim dose of chloroform was administered at 6 a.m., 8 a.m., and 10 a.m., and 1 oz. of castor oil at 12 noon. . . . Three days later, after another dose of castor oil, three 20-minim doses of chloroform were administered at two-hourly intervals, followed by 1½ oz. of castor oil. . . . In my opinion, one course of treatment would be enough in a well-cleared bowel. . . . My thanks are due to Mr. George Davidson, chemist, Huntly, for suggesting this treatment, to Dr. Garson, sen., for allowing me to quote his case, and to Dr. Smith, the Laboratory, City Hospital, Aberdeen, for allowing me to use his reports."

# Topical Reflections

By Xrayser

## More Interest than Usual

attaches to the meeting to hear the addresses of those candidates who offer themselves for election (in the case of two), or re-election (in the case of three), to the Executive of the National Pharmaceutical Union (*C. & D.*, March 9, p. 300). Although the meeting was held at 17 Bloomsbury Square, not more than about forty put in an appearance, another witness to the apathy of pharmacists to all matters to do with organisation. The president of the Pharmaceutical Society came in for a good deal of criticism regarding the recent position he has created. He held that this would in no way affect his work on the Executive, but his special experience would be a help to the work of the Union. The chairman of the N.P.U., on the other hand, voiced the opinion that only candidates should be considered who were associated solely with individual pharmacy, a position I believe to be logical and just. The question of territorial representation also came up for discussion. I am a firm believer in this; and although it may be difficult to arrange for it just now, the matter should be brought up before another election. I see no reference to the prevention of a member of the Executive from being a member of the Council of the Society or the Executive of the P.A.T.A. I have brought this matter to the notice of your readers on more than one occasion; only by such a suggestion being carried into effect can we get that detachment from conflicting interests which is so necessary for a member of the Executive of the N.P.U. and the two other bodies mentioned.

## The Council Meeting

of the Pharmaceutical Society reported on p. 296 was noteworthy not only for what was revealed in the discussion on Mr. Hines's resolution, but also for what was left unsaid. As an ordinary member of the Society without any special knowledge of the question of its suggested new house, and reading the discussion as it is set down, I feel much perturbed at the state of affairs revealed, and I feel pretty certain that at least 90 per cent. of my fellow members on reading it will feel the same. The publishing of the report referred to would undoubtedly clear the air, and I feel that a good many helpful suggestions would be made on the subject by members. As it is at present, members are profoundly distrustful of their

Council, a feeling which bodes no good to the Society or to pharmacy. I am glad to know that the cost of the proper administration of the section of the Pharmacy Act dealing with inspection of pharmacies will determine the amount of the shop registration fee; but one hears that a staff of inspectors has been considered and names are being put forward. It looks as if this work is going to be fairly expensive. Surely some fee can be suggested; in any case it must be named before the work of inspection begins. I feel sure that members of the Council have some idea of what this is likely to be: here again a frank statement of the position would allay the just suspicions of members.

## The Correspondence

on the "Draft Bill for Pharmacy" (p. 305) reveals a certain amount of interest in a subject which, although at the present time of academic importance only, may well develop into something more serious in a few years' time (or less). I congratulate the author on a good piece of work. I must confess, however, to some curiosity regarding the method of accomplishment to be suggested for restricting the supply of drugs to the pharmacist with the exception of those coming under the designation of "household drugs." I believe that this question has been one of the matters discussed by the Joint Committee of the N.P.U. and the Wholesale Drug Trade Association, and that almost insuperable difficulties have been encountered, the removal of which would involve legislation of a far-reaching character and the co-operation of countries overseas. The matter, I understand, would probably have to be dealt with internationally in much the same way as the working of the Dangerous Drugs Acts through the League of Nations. Prescribing by chemists and dispensing by doctors are two other matters which would be extraordinarily difficult to abolish, mainly because of the necessary control and inspection that would have to be exercised in pharmacies and surgeries all over the country. I doubt whether the game would be worth the candle, and whether, if chemists gave up counter prescribing, they could make a satisfactory living. I am glad to see that the Harrow chemists intend to keep the suggested Bill up to date and, presumably, incorporate into it suggestions made: the author has my cordial wishes.



# Iodine Ointment Case: Appeal Dismissed

AT London Sessions, on March 8, F. W. Woolworth & Co., Ltd., appealed against a conviction at Kensington Petty Sessions on a summons for selling iodine ointment not of the nature, substance and quality demanded by the purchaser (*C. & D.*, January 12, p. 30). The appellants were represented by Mr. Gilbert Beyfus, K.C., and Mr. Ryder Richardson; Mr. Percy William Pottier, the sampling officer to the Hammersmith Borough Council, was represented by Mr. H. Glyn-Jones.

## CASE FOR THE RESPONDENT

Opening the case for the respondent, Mr. Glyn-Jones said that on November 21, 1934, he bought a bottle from one of the appellants' branches, which was labelled "Iodine Ointment." The public analyst reported that the sample contained 0.06 per cent. of free iodine; no potassium iodide; 0.4 per cent. of combined iodine, and petroleum jelly 99.54 per cent. The British Pharmacopœia, 1914, and the British Pharmaceutical Codex, 1923, required that iodine ointment should contain 4 per cent. of iodine and 4 per cent. of potassium iodide, and the basis in the 1914 B.P. was glycerin and prepared lard. The serious thing was the absence of iodine. No importance was attached to the difference in the basis of the ointment, as there was no difference in medicinal value. When the summons was served, the appellants gave notice that they intended to rely upon a warranty defence, under Section 29 of the Food and Drugs (Adulteration) Act, 1928. They thereupon set out that they had a warranty from the Jersey Toilet Soap Co., Ltd., from whom they purchased the ointment; but the warranty was in fact a document which had been sent by Woolworths to the Jersey Co. stipulating certain conditions. Counsel understood that it was part of the routine of the firm to send such stipulations with every order. He had never heard it suggested, and the point had certainly not been decided by the High Court, that a warranty could come into existence to satisfy the Act by a purchaser making a stipulation which the vendor accepted, not in writing, but by his conduct. It was extremely dangerous, in his submission, that a company as large as the appellants should send out orders broadcast and did not see whether they were buying rubbish. In the search for cheapness, and bearing in mind competition, to send out order-forms with a mere rubber stamp upon them to cheap suppliers who might not be willing to take the responsibility was in no way a desirable method of conducting business. His lordship and the Bench should see that such a practice did not become widespread. He contended there was therefore no written warranty and any implied warranty was useless.

The defence also raised the question that iodine ointment was not a drug at all, and relied upon the fact that they were not called upon to stamp the packages under the Medicine Stamp Acts. The price paid for this article was 1s. 4d. per doz. He contended that no reasonable person would think that ingredients in such circumstances could be of decent quality, and a buyer should be put upon inquiry as to whether the ingredients were there at all. The Commissioners of Customs and Excise had issued Regulations in conjunction with the Medicine Stamp Act of 1812, and they had written to Messrs. Woolworths and told them that a label, "Iodine ointment for stings, bites, cuts, etc.," rendered the article dutiable; so the word "abrasions" was substituted for "cuts," exempting the vendors from duty.

The appellants further suggested that there was no standard for iodine ointment, and produced the 1932 B.P., in which there was no reference to it. The B.P., however, was constantly being revised, and the fact that an article was left out did not mean that it was no longer being used; if everything was put in, the B.P. would be four times bigger than the London telephone directory. In any case, if there was no recognised standard, he was submitting that this ointment sold by Woolworths was below any standard that any reasonable man would fix.

## EVIDENCE FOR THE RESPONDENT

After formal evidence by the sampling officer and the analyst, Dr. Philip Hamill, Harley Street, W.1, said that iodine ointment was commonly used by application to the skin as a mild disinfectant, and as a mild counter-irritant in the case of sprains, etc. The ingredient which gave it its disinfectant quality was free iodine. Petroleum jelly was not a fatty basis but a mineral oil. Replying to Mr. Beyfus, the witness said

that he was of opinion that the Codex became a direction when used in the case of the National Health Insurance Acts, although it was not statutory like the B.P. He would not regard iodine ointment as harmless; if taken instead of jam, it would probably cause death. Mr. Beyfus: I suggest there has recently been a change of opinion amongst a number of doctors as to what should constitute iodine ointment?—I am not aware of it. In answer to further questions, Dr. Hamill said he knew that a Poisons Board had been formed, consisting of doctors, chemists and Government nominees, and that a provisional Poisons List had been published. He also knew that iodine was included and any articles containing a certain percentage. Mr. Beyfus: I am going to suggest that now there is no B.P. standard for iodine ointment?—No B.P. standard, but there is a standard. And one of the reasons is that it has been found to be rather a subject-matter of dispute as to what should constitute iodine ointment?—I do not accept that. Secondly, I suggest that a very small proportion of iodine constitutes an important antiseptic?—I do not accept that. When suddenly an ointment or medicine is omitted from the B.P., it thereupon ceases to have a B.P. standard?—B.P., but not "no standard." In further answers to Mr. Beyfus, the witness said the antiseptic effect of iodine depended upon the circumstances in which it was used. He considered that Martindale's "Extra Pharmacopœia" was a book of reference and not a text-book. He considered that 1 in 2,000 on a greasy base had a negligible antiseptic value. He would not accept that iodine ointment was a fatty substance impregnated with iodine. If a person was susceptible to iodine, he would not prescribe a weaker solution but something entirely different.

Dr. James Howell, medical officer of health to the Hammersmith Council for twenty-one years, said that the ingredients of iodine ointment were set out in the 1914 B.P. The substance sold by Woolworths had no antiseptic value at all. Since the first hearing, he was present at the West London Hospital, when experiments were conducted with iodine ointment made up to the same standard as sold by Woolworths and compared with the standard in the 1914 B.P. Cultures were put in broth, and it was found that Woolworths ointment had no antiseptic value at all, while the B.P. ointment definitely had effect.

## CASE FOR THE APPELLANTS

On behalf of the appellants, Mr. Robert H. Parker, director and buyer to Messrs. Woolworth, said that last year their turnover with the Jersey Toilet Soap Co. was £39,000, and no complaint was received as to the merchandise supplied by that firm. The conditions on the warranty were sent with every order given by the firm, and he had no reason to believe that the Jersey Co. were supplying other than iodine ointment. They were now buying iodine ointment from another firm and were paying 38s. a gross, but the bottles contained twice the quantity. They were never in doubt about the Jersey Toilet Soap Co. When they found that a firm was not making a reasonable margin of profit, they were apt to give them assistance, and it had never been their desire to purchase an inferior article. When the complaint was made, the iodine was withdrawn from sale. It was not because it was an unsatisfactory article.

Mr. Percy Harold Lee, general manager of the Jersey Toilet Soap Co., said he assured Mr. Parker that there were no difficulties at all. In reply to Mr. Glyn-Jones, witness said the company did not call themselves large manufacturers to the drug trade. The Jersey Toilet Soap Co. kept the line for Woolworths only. A subsidiary company, Druggists Specialities, sold it elsewhere. Mr. Glyn-Jones: Isn't this what happened? As soon as you saw the formula dropped from the B.P., you thought you saw your chance to put on the market an article with only one-fiftieth part of iodine as the B.P. formula?—No. Was it within your knowledge at any time during the last two years that proceedings had been taken by authorities for deficiency in iodine?—No. Is it anybody's business in your business to read the trade papers and see what articles are being challenged in the Courts?—We have all the trade papers and go through them.

Mr. James Wilfred Fordyce, B.Sc., said he had been employed by the Jersey Co. since it was formed. He devised the formula from which the ointment was made. The actual quantity was 0.63 per cent. of free iodine. He had analysed



other iodine ointments before he devised the formula; speaking from memory, one contained less free iodine than he put in and the other one more. Cross-examined, Mr. Fordyce said he had a limited knowledge of the therapeutic effect of drugs apart from their chemical actions. He acquired that knowledge by serving an apprenticeship in the laboratory of a manufacturing chemist. He knew that a formula for iodine ointment was in the 1914 B.P.

Dr. Henry Cox said he did not think the test described by Dr. Howell was a fair and proper one. The iodine would be absorbed by the broth. Referring to the ointment sold by Woolworths, Dr. Cox said there was approximately 2 oz. in a bottle. Mr. Glyn-Jones: May I suggest to you that in the manufacture of pharmaceutical preparations the cost of labour is out of all proportion to the cost of the material?—I don't know.

#### JUDGMENT

After a retirement, Sir Percival Clarke (chairman of the Bench) said: The matter has been argued before us, and greatly simplified by learned counsel, and it resolves itself now into practically one point, and one only, and that is as to whether or not the appellants have brought themselves within Section 29 (1) (b) of the Food and Drugs (Adulteration) Act, 1928. In that subsection, the defendant or appellant is to be discharged from the prosecution if he proves to the satisfaction of the

Court, first that he purchased the article in question as the same in nature, substance and quality as that demanded of him by the person to whom he sold the article, and with a written warranty to that effect, and that he had no reason to believe at the time he sold it that it was otherwise, and that he sold the article in the same state as when he purchased it. The main point, and practically the only point which has been argued before us was that this was supplied with a written warranty to the effect that it was the same in nature, substance and quality as that which was supplied or demanded of him by the person to whom he sold the article. We have looked with care at the alleged warranty, and we do not think that warranty is sufficient in itself to be described as a warranty within the meaning of this section. As that is one of the necessary details that the appellants would have to prove, and as they had failed in satisfying us of that, the result must be that the appeal will be dismissed.

Mr. Glyn-Jones asked for £52 10s. costs, to which the chairman agreed. Mr. Beyfus: You realise that this is an important point to Messrs. Woolworth, who have bought probably millions of pounds' worth of goods in the belief that they had a warranty. Will the Court state a case upon that legal point? It is a pure question of law, there is no dispute as to facts at all; and if the Court would state a case upon that point of law, it might affect hundreds of other cases if they should arise. The chairman agreed to do so.

## Manufacturers' Sales of Poison: Appeal

ON March 12 a High Court of Appeal in Dublin (Mr. Justice Sullivan, Mr. Justice Hanna and Mr. Justice O'Byrne) concluded the hearing of an appeal, brought by way of a case stated, from a decision of District Justice Hannan, imposing fines in respect of three summonses by James Wedick, an inspector of the Pharmaceutical Society of Ireland (respondent), against Osmond & Son (Dublin), Ltd., Little Ship Street, Dublin (appellants), arising out of the sale of a veterinary preparation or compound known as Osmond's Sheep Dip, which contained arsenic. The first summons was brought for having on April 26, 1934, sold to James Wedick a package of sheep dip containing arsenic, the sale having been made to a person unknown to them and not introduced to them. A second summons was brought for failing to make an entry in the poisons book and having it signed by the purchaser at the time of the sale. A third summons was brought against appellants for having kept open shop without having a duly qualified chemist in charge. The district justice convicted on all three summonses, imposing a fine of £1 in each case, and directing the defendants to pay £16 16s. costs.

Setting out their grounds for appeal, it was submitted on behalf of the appellants that the summonses should have been issued at the instance of the Attorney-General, and that they could not be legally heard or entertained at the suit of the complainant, James Wedick. It was further contended with regard to the first summons that the compound did not come within the category of poisons, and that consequently they had committed no offence in selling it to the complainant, who was unknown and was not introduced to them. On the second summons it was submitted on behalf of the appellants that they could not be legally convicted on this and the first summons, thus submitting the appellants to a double penalty for what was one act. In regard to the third summons it was contended that they had complied with the requirements of the Act by employing a registered chemist and druggist, namely Mr. Hugh McElhinny, the manager. Mr. J. M. Fitzgerald, K.C., and Mr. W. Black appeared for the appellants; Mr. J. Costello, K.C., Mr. M. Maguire, K.C., and Mr. Monks (instructed by Mr. John J. Gaynor) were for the respondent.

#### CASE FOR THE APPELLANTS

Counsel for the appellants submitted that the Section of the Pharmacy Act (Ireland), 1875, Amendment Act, 1890, which requires persons keeping open shop for the sale of poisons to be registered chemists, and either to conduct such sales personally or else to employ a registered chemist to conduct them, does not apply to limited companies. It was further contended that the Section of the Sale of Poisons (Ireland) Act, 1870, which requires the seller of certain poisons to have an entry made in a book, and to have it signed by the purchaser, and

also requires that the purchaser should be known to the seller or be introduced by a person so known, does not apply to compounds like Osmond's Sheep Dips, which are manufactured or sold for the purpose of destroying vermin. Even if these contentions were wrong, counsel said, the district justice had wrongly convicted the defendants twice for what was really the same offence against the same section. Having regard to the Criminal Justice Administration Act, 1926, it was further argued, neither the Pharmaceutical Society nor its inspector was entitled to prosecute, the Attorney-General being the proper prosecutor. In support of these contentions various decided cases and Acts of Parliament were cited.

#### CASE FOR THE RESPONDENT

Mr. Monks, opening for the respondent and replying to the first submission made by the appellants that the word "person" in the Sale of Poisons (Ireland) Act, 1870, did not include a company, said it had been decided in this country in the case of *Lalor v. P. & H. Egan, Ltd.*, that a company was a person within the meaning of Section 2 of the Act of 1870. Counsel cited other cases in support of this contention. Dealing with the argument that Messrs. Osmond & Co. were fined twice for the same offence, namely, selling to a person unknown and failing to make the requisite statutory entry in a poisons book, Mr. Monks submitted that two separate acts were involved, (1) the manner of the sale, and (2) keeping a record of the sale, failure to observe which involved two distinct offences. The first object of the Section was to prevent indiscriminate sales to people not known to the seller, and the second purpose, which was different subject-matter, was to ensure that a record was kept of the sale. The last point raised by the appellants was that under Section 9 of the Criminal Law Administration Act, 1924, the right of a common informer to bring these proceedings was abolished. He submitted that was not so. It was conceded that, with the exception of the case of the Pharmaceutical Society v. Boyd, all prosecutions, whether brought by inspectors of the Society or the police, were brought in Ireland as by common informers. The Section gave the Attorney-General a power he had not before to bring prosecutions himself where there was lack of an informer.

Mr. Justice Hanna: This isn't a real case of common informer, but a prosecution by the Pharmaceutical Society.

Mr. Monks: That is so. A corporation cannot bring a prosecution as a common informer. In England the secretary can prosecute on behalf of the Pharmaceutical Society, but not here.

Mr. Justice Hanna: This is a prosecution by persons not entitled to prosecute directly themselves. Why don't the Pharmaceutical Society get statutory powers?



Mr. Monks: Because they have got on very well without them. Prosecutions are brought by way of common informer in the interests of the public. There is this difference now, that the right of the common informer to a portion of the penalty has been taken away.

Continuing, Mr. Monks submitted that the Criminal Justice Administration Act did not in express words abolish the common informer. And even if the Court felt that the intention of the Act was to abolish him, the words of the Statute were inadequate. It required plain words in a Statute to take away a right that existed before the passing of the Statute. The effect of the Act of 1924 was merely to give additional right, or more effectual remedy, to the Attorney-General, but there was nothing in it to take away the right of the informer. In subsequent legislation, particularly the Courts Officers' Act, 1926, the term "informer" was preserved. Counsel cited cases in support of his contention that a common informer was entitled to prosecute under the Poisons and Pharmacy Acts. In the present case the district justice found that there had been a sale of arsenic and that it was a Part I poison. Appellants contended that the poison was part of compound sold for the destruction of vermin and came under Part II.

Mr. Justice Hanna said he could not follow why there should be special mention in Part II of compounds containing arsenic for the destruction of vermin, if Part I conditions applied as well. If Part I conditions still applied, the clause in Part II referring to compounds for the destruction of vermin would be meaningless and irrelevant.

Concluding, Mr. Monks said if the Court held that the appellants could sell arsenic in a compound, it would be leaving the public open to a great danger. Since the passing of the Apothecaries' Act in 1791 there was a current of legislation against the selling of arsenic in Ireland.

Mr. J. Costello, K.C., closing for the respondent, said that what really did happen in this case was that arsenic was sold, and that it was in Part I. It was open to the district justice to find that the sale of a compound was the sale of the poison itself, and that was what was found in the present instance. One of the small packets of the Sheep Dip in question, which could be sold by post, contained 7 oz. of arsenic—sufficient to poison 1,500 people.

On the fourth and last day's hearing Mr. Costello instanced the case of opium, which he said was only in Part II under the Act of 1870, but which came under Part I after the passing of the Dangerous Drugs Act, 1920.

Mr. Justice Sullivan asked why preparations of arsenic were mentioned in Part I and compounds of arsenic in Part II.

Mr. Costello said a compound would appear to him to be arsenic *plus* something else. Of late there had been great difficulty in tracing sales of poison, and for that reason the provision requiring persons to sign a book was very important. Counsel went on to refer to the Act of 1908, under which licences were issued to persons other than chemists and druggists to sell poisons for agricultural purposes; but even here, he stressed, it was obligatory on the persons making such sales to comply with the provisions of the Pharmacy, Poisons and Arsenic Acts. If the appellants' contention were right, they could sell sheep dip containing arsenic without entering up the details of the person who bought it. On the contention of the appellants that they were fined twice for the same offence, he submitted that they committed two separate offences. The phrase "it shall be unlawful" made it clear there were two, if not three, separate offences in the Section. On the further plea of the appellants that the prosecution should be brought at the suit of the Attorney-General, Mr. Costello said if this submission was correct the Attorney-General, instead of the police, would have to prosecute in every case of petty larceny and other trivial offences. The Act of 1924 deprived private individuals of the right to sue on indictments, but it did not prevent a person "authorised for the time being by law" from prosecuting as a common informer, provided the Act was passed for the protection of the public.

#### REPLY FOR THE APPELLANTS

Mr. J. M. Fitzgerald, K.C., closing for the appellants, said his clients were not fighting an ordinary member of the public, or the Attorney-General the guardian of the public. The secondary object of these proceedings was to compel the sale of sheep dip through chemists' shops. His clients manufactured a commodity which had to be made and sold by law. Stress was laid on the fact that an ordinary package of sheep dip contained enough poison to kill 1,500 people. The respondents

might as well have told the Court that every sheep dipped three times a year went about with enough poison on its back to kill twenty or thirty people on each occasion it was dipped. The appellants were convicted of keeping open shop, but in actual fact there was no shop at the premises, but only an office. Mr. Wedick came there, gave a false name, and represented that he was a farmer from Monaghan who was "stuck" for a few packages of sheep dip in Dublin. As a convenience it was sold to him. If the decision of the district justice was carried out to its logical conclusion, no farmer could purchase sheep dip anywhere but in a chemist's shop. This meant many sheep farmers might have to travel from twenty to thirty miles to a chemist's shop every time they wanted sheep dip. He submitted that the phrase "a person lawfully keeping open shop" in the Pharmacy Act did not apply to a corporate body. With regard to the question of prosecution by a common informer, he thought prosecutions of this kind, brought in the general public interest, should be carried out by an officer of State, who had no axe to grind. The legislature recognised that the necessities of mankind included the use of virulent poisons for the destruction of vermin and as weed-killers. Preparations for such uses were brought into the Poisons Schedule to make their sale lawful, but they were not brought under the stringent restrictions of Part I. Only one-quarter of the contents of this sheep dip was arsenic, and his clients were entitled to sell it as a compound for the destruction of vermin.

The Court reserved judgment.

## Legal Reports

**Apprenticeship Dispute.**—In the Mayor's and City of London Court, on March 7, Mr. Samuel Wenzelur, Bethnal Green Road, E.2, brought an action against Mr. Maurice Sidney Reid, chemist, Silversea Drive, Westcliff-on-Sea, to recover the sum of £25. The plaintiff's case was that he paid the defendant £50 in respect of articles of apprenticeship under which plaintiff's son, Charles Wenzelur, was to be taught pharmacy from June 12, 1933, to June 11, 1936; that in 1933 defendant had a chemist's shop at 84 St. Paul's Churchyard, E.C.4, where he employed the son; that after a year defendant left the shop in charge of the son and an unqualified lady assistant and took up a post as manager of a chemist's shop in Fenchurch Street; that defendant told the son that a manager would be coming to the shop but none came, with the result that for some six months dispensing and tuition practically ceased; and that when the shop was finally closed the son had great difficulty in obtaining another similar post elsewhere. The plaintiff produced the articles of apprenticeship. Mr. Harry F. Strouts, solicitor for the defendant, intervened and put in a deed of transfer of apprenticeship by which the son was article to a new employer on payment of a premium and under which the son was to get the benefit of a higher wage scale for the unexpired term of the old indenture. Mr. Strouts intimated that defendant relied upon a clause which absolutely released him from any further obligation in respect of the original articles as from the date of transfer. The plaintiff objected that the premium had to be paid by him through the Jewish Board of Guardians, and that was why he was suing for the £25, although the premium was only £12 10s. Asked by the judge to explain this, he suggested that the £25 represented half the original premium because tuition had been given for only half of the original term. Mr. Benjamin Bard, chemist and druggist, Old Hill Street, N.16, said he took the lad from November 1934; he gave the judge details of the conditions and of the general capabilities of the pupil. The defendant said that between the time he left the shop and closed it down he only did actual dispensing there for about an hour a day; that there were other ways in which the business could be learnt by the apprentice; and that he had notified the father that he was negotiating for the sale of the business. The judge intimated to the plaintiff that if he had any complaint as to the son not being properly taught he should have made some reservation before he signed a transfer of the articles wherein he definitely released the original employer from every obligation, and that he must have known before he signed that he was releasing the defendant from any claim under the old articles. It was too late to try to get behind the agreement two years afterwards, and there must be judgment for the defendant, with costs.



## New Companies and Company News

### P.C. means Private Company and R.O. Registered Office

C. F. ABEL, LTD. (P.C.).—Capital £1,500. Objects: To acquire the business of a manufacturing chemist carried on by Chas. F. Abel at 17A Nunhead Green, S.E.15.

L. NEVILLE & SON, LTD. (P.C.).—Capital £200. Objects: To acquire the business of a retail druggist carried on by L. Neville at 38 Snape Hill Road, Darfield, Yorks.

JOBLE, LTD. (P.C.).—Capital £10,000. Objects: To carry on the business of manufacturers of and dealers in pharmaceutical, medicinal, industrial and other preparations and articles, etc. R.O.: Central Buildings, 24 Southwark Street, S.E.1.

CALEDONIA MANUFACTURING CO., LTD. (P.C.).—Registered in Edinburgh. Capital £5,000. Objects: To carry on the business of manufacturers and importers of calcium sulphate products, patent plaster, etc. R.O.: 113 St. Vincent Street, Glasgow, C.2.

HOWARD-PRICE, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of distillers, and dealers in tar, tar products, oils and road-spraying materials, manufacturers of and dealers in chemicals, fertilising products, etc. Solicitors: Burton & Co., 6A Silver Street, and Stonebow, Lincoln.

SANDER'S CHEMICAL PRODUCTS, LTD. (P.C.).—Capital £5,000. Objects: To carry on the business of chemists, druggists, manufacturers of and dealers in pharmaceutical, medical and surgical preparations, dressings, bandages, plasters and toilet requisites, etc. R.O.: 43 Regent Street, Loughborough.

PARFUMERIE J. LESQUENDIEU SOCIÉTÉ ANONYME (Incorporated in France).—Capital Frs. 2,000,000. Objects: To exploit the trade and manufacture of general perfumery exploited by the contributor, Mr. Lesquendieu in Paris, No. 5 rue de la Tacherie, with factory at No. 8 rue Ernest Nocard, Ivry-sur-Seine (Seine). The British address is at 565 Kingston Road, Raynes Park, S.W.20, where Richard Siller is authorised to accept service.

EVANS SONS LESCHER & WEBB, LTD.—The tenth annual meeting of the shareholders was held on March 8 at Liverpool. The chairman, Mr. J. Herbert E. Evans, stated that there had been a trading profit for the year of £45,111, which exceeded the 1933 figure by £12,412. After making certain deductions the final figure of profit for the year was £26,893, as compared with £16,271 in 1933. This, said the chairman, was a somewhat notable achievement. After noting various changes which were taking place in the drug trade, the chairman said that, in spite of tariffs, there was coming into this country, or was being manufactured in this country under foreign control, far too large a proportion of medicines. That should not be so, for the manufacturing chemist in this country was capable of supplying practically all our own requirements. The volume of business transacted by the company in 1934, both at home and abroad, showed an expansion over 1933. Their manufacturing activities would go forward according to well-considered plans and, in spite of competition, the company should be able to maintain its position in the future. Mr. T. E. Lescher seconding, the annual report was adopted, and approval was given for the payment of a year's dividend on the 6 per cent. preference shares. Messrs. I. V. L. Fergusson, C. E. M. Anderson and C. E. J. Sendall were re-elected directors.

## Gazette

### Bankruptcy Acts

#### RECEIVING ORDERS AND ADJUDICATIONS

VAUGHAN, G. E., 14 Mincing Lane, London, E.C., produce merchant, under the style of Vaughan, Son & Co.

WALTON, C. R., 315 Walton Breck Road, Anfield, Liverpool, and lately carrying on business at the Red Lion Bridge, Liverpool Road, Maghull, Lancaster, drug-store keeper.

**Goods Obtained by False Pretences.**—At Clerkenwell Police Court, London, on March 8, Harold Stebbing (23), traveller, Sidney Webster (23), traveller, and Israel Betansky (22), salesman, were charged on remand with obtaining razor blades, lipstick and other goods by false pretences (*C. & D.*, March 9, p. 286). In addition, the accused were charged with obtaining 24 doz. bottles of perfume, value £8 17s. 7d., by false pretences from Proprietary Perfumes, Ltd., Southwark Park Road, S.E.1, on February 4. They pleaded "Guilty" to all the charges, and asked the magistrate to take into consideration eight further charges, details of which were not given.

Detective-Sergeant Grant stated that in each case the method adopted was the same. The procedure was that a telephone order was given in the name of a firm by which Betansky had been formerly employed, or with which he was familiar, and arrangements were made for the order to be collected. Stebbing, in most cases, was then sent round with an order-form purporting to have come from the firm alleged to have given the order, and the goods were taken away. Betansky had been employed by S. Brown and also by L. Frankenburg, both of Houndsditch; he was also familiar with the firm of Stecklyn, in Houndsditch, and knew exactly what kind of orders would be given in the ordinary way of business by these firms and where they would be given. By using the name of one or other of these firms and ringing up with what might well have been a genuine order he avoided suspicion. In the case of London & Provincial Factors, Ltd., "orders" were successfully placed on two occasions. All three went to Proprietary Perfumes, Ltd. Betansky, while working for S. Brown, had provided himself with cards which were used in connection with these transactions, stated the detective. The order forms used were purchased in blank from Messrs. Woolworth, and the name of S. Brown or one of the other firms was stamped on them. The Magistrate: Whom do they get into contact with when they go to these firms? Just girls and boys? Detective-Sergeant Grant: Yes. All the accused, continued the officer, were unemployed at the time of the offences. They sold the goods which they thus obtained to two cut-price shops, in the Borough and Lambeth Walk. The Magistrate: Then cut-price shops are suspect? Detective-Sergeant Grant: They are at the moment, but this sort of property is very difficult to identify. The Magistrate: They must have known where to find a market for the goods before they obtained them. Detective-Sergeant Grant: Betansky happened to know one of the cut-price men. Altogether, said the detective, the three men had obtained goods to the value of £209 at wholesale prices. They had admitted this. The firms in question had not notified the police, in most cases, because they would not have found out that the orders were not genuine until the monthly accounts were sent out. These cases had occurred within a period of less than a month, and the amount which the accused had realised by the sale of the goods at the cut-price shops was about £100. All the accused were single men. Betansky was given a good character by Messrs. Frankenburg, but he was always playing about and was twice given "the sack" on this account. He had no previous conviction. Webster was fined £20 at North London Police Court in November last for being concerned with another man in stealing property value £304. Stebbing was bound over in November 1932 at Marlborough Street Police Court for being a suspected person loitering with intent to steal.

Asked whether he had anything to say, Stebbing told the magistrate that he was out of work and had nowhere to sleep at the time. "I was out of work at the time, too," said Webster. "I thought of this idea, but I did not realise what it would amount to," declared Betansky, who also pointed out that he was out of work. "This sort of thing is not helpful to the commercial community," observed the magistrate. "This business of the country cannot progress without confidence, and this sort of thing undermines confidence. There is a vast amount of business done on the faith and confidence that the people you are in touch with are dealing fairly. This scheme of exploiting business methods does not appeal to me. It is very different from picking pockets, or from breaking and entering and a whole lot of other things. It has its poison much deeper down and goes right down to the very vitals of commercial dealing. If you are exploiting the confidence of trade you are doing a great deal of mischief. I can't overlook this sort of thing, and you will all have to take your medicine." Webster and Betansky were each sent to prison for six months, and Stebbing for four months.



# Natural Musks

An authoritative article on an important perfumery raw material

by A. C. STIRLING

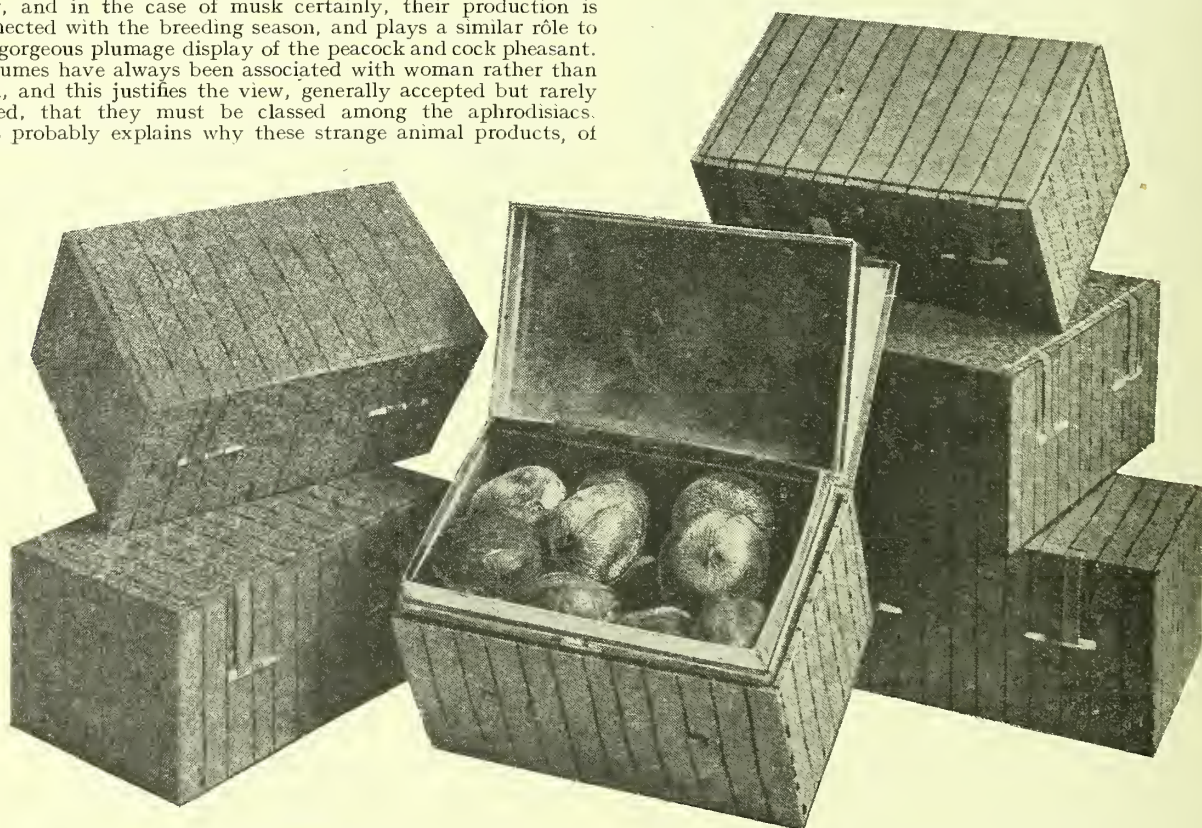


ALTHOUGH musk is one of the most important primary materials used in the production of fine perfumes, very few people—apart from the perfumers themselves—seem to know what exactly is the substance about which they hear so much. A great deal of confusion has been caused by the fact that certain synthetic products have been called musks. Xylol, ambrette, and ketone are their main designations, and they are all three undoubtedly valuable fixatives and “modifiers,” but actually they have no relation or resemblance, except in name, with natural musk, which is the subject of this article. The fragrant *mimulus moschatus* which we used to love in our gardens has now lost its scent, but at no period had it anything to do with the musk of commerce. Natural musk, as understood by the perfumer, is an animal secretion and, like the other natural fixatives, ambergris, civet and castoreum, is valued not only for its own odour and fixative qualities but because it can impart to a perfume a vitality which it is generally acknowledged only these products can give. It is curious that ambergris should be included in this list because, although it is one of the more important, it is the only one which is apparently unconnected with the sexual life of the animal producing it. Castoreum, civet and musk are all glandular secretions: in the first two cases probably, and in the case of musk certainly, their production is connected with the breeding season, and plays a similar rôle to the gorgeous plumage display of the peacock and cock pheasant. Perfumes have always been associated with woman rather than man, and this justifies the view, generally accepted but rarely stated, that they must be classed among the aphrodisiacs. This probably explains why these strange animal products, of

which musk is the most important, are so absolutely essential to the really successful perfume. The French call the “note” which it gives to perfumes “parfum de bête” and the Italians “scenta di femina.”

## The Origin of Musk

The musk of commerce is produced by the musk deer (*moschus moschiferus* L.), a comparatively small rodent, standing generally slightly under 2 ft. in height, with a short tail. Its general colour is greyish brown, with a yellowish brown belly. The deer have no horns but the males have formidable tusks, the upper canines often protruding 1½ in. to 2 in. There appear to be several species and sub-species (such as *chrysogaster*, *siamicus* and *sibericus*), but there is such a wide distribution over the mountain ranges of the Atlas and the Himalayan slopes that it is difficult to believe that they are all distinct. There is, however, undoubtedly a great variation in the character and quality of the musk produced from different districts to which reference is made below. The animals are not gregarious and live, like wild goats and chamoix, a more or less solitary existence at the higher alti-

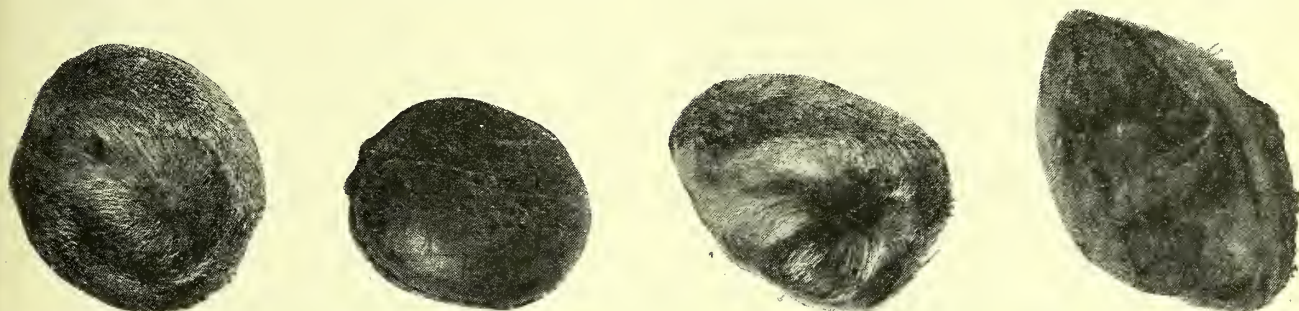


Tonquin Musk, showing the silk-covered, tin-lined caddies in which they are shipped from Shanghai.  
Weight, about 140 oz. Value, about £500



tudes. The small wooded valleys and ravines, between the 7,000 and 10,000 ft. contours, seem to be their natural habitat. These shy and solitary animals are difficult to kill, but they are trapped and shot in great numbers every year to provide the eastern and western hemispheres with their musk. Figures are difficult to get, but a most significant one is that Russia is prepared to sell at least 200 kilos. of Cabardine musk this year from the Thibetan mountains, and this represents at least 10,000 adult male musk deer. The methods of hunting and

ties. They are more elongated and flatter, the skin thicker and harder, and the musk itself is dark, almost black, usually very moist, and it has a strong, disagreeable smell reminiscent of the stable and of urine. After extraction from the pods and keeping, however, it becomes much more pleasant and it is most valuable for use in the medium-priced perfumes because its fixative value is excellent and its price approximately half that of the Tonquin quality. Commercially it is the only serious competitor of the latter.



*Typical Tonquin (left) and Cabardine Pods, showing the hairy exteriors and reverse sides*

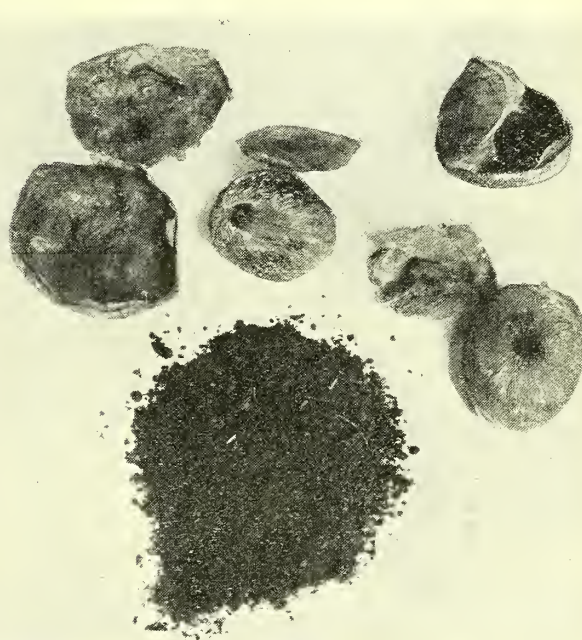
trapping of the animals are outside the scope of this article, but it must be mentioned that they result in the killing of many females and immature males which provide no musk at all. The musk pod is entirely absent in the female, and in the case of the young males contains nothing but a milky fluid of no value until they are three or four years old. This, when taken in conjunction with the fact that musk is much more abundant in the rutting season, seems to provide convincing proof of the connection with the animal's procreation. The musk pod itself is a small, more or less spherical, sac situated near the animal's abdomen. It has been described as the "preputial follicle." In weight it varies from about 10 to 50 grammes when "well trimmed" (i.e., when all the superfluous skin has been cut off and discarded). The one half covered by the animal's hide is hairy but the hair is generally shaved before shipment, as can be seen from the illustrations. The other half of the pod is covered with a thin membraneous skin. Actually this consists of several thin skins and the "Blueskin" pods, which were much valued thirty or forty years ago, but are now rarely seen, consist of pods from which the outer membrane had been peeled off leaving only the very thin underskin, which has a blue metallic sheen. When cut open the pods consist of about 70 per cent. of their gross weight of a black or reddish-brown granulated substance, which is the musk itself. Sometimes dry, sometimes moist, it has nearly always a strong ammoniacal odour when first exposed to the air, but nevertheless there is always behind it the sweet penetrating and characteristic musk note.

### Various Descriptions

There are many varieties of musk offered under such names as Assam, Nepaul, Yunnan, Indian, Tonquin and Cabardine. Assam musk comes on to the market in comparatively small quantities in the form of "grain" musk (i.e., extracted from the pods) and is usually packed in bottles of 10 to 15 ounces each. This musk is hard and dry, reddish-brown in colour with a pronounced animal smell. In neither quantity nor quality is it a factor in the market. The Indian and Nepaul arrivals are also more or less negligible. When these pods are sent over they are very irregular in size, generally very badly trimmed and difficult to value. The grain is reddish in colour and although weak in odour is good and sweet. The bulk of the production is consumed locally. The Yunnan musk is the most difficult one to write about. According to many authorities it is the finest musk of all, but nowadays practically none of it comes to this country under that name. It is probably all exported through Szechwan and comes to Europe mixed with the local Szechwan and "Kansu" pods under the general designation of "Tonquin." The Yunnan pods are usually more spherical than the other varieties; they are not very large but contain an excellent percentage of good, red, granular grain with a very sweet odour. Cabardine musk is the poorest of all, and the pods differ very definitely from the other varie-

### Tonquin Musk

In spite of the various qualities mentioned, musk dealers and perfumers are normally interested only in "Tonquin" musk, which provides 80 per cent. to 85 per cent. of the world's supplies. The deer which produce this quality live on the southern slopes of the Thibetan mountains and the centre of the trade is in the Chinese province of Szechwan. From there the musk is brought down the Yangtse river to Shanghai, where the local dealers and exporting houses examine and sort or "pile" the pods. The ordinary unit for export is five catties—each 22½ ozs., of which 80 per cent. to 85 per cent. is Pile I (i.e. first grade), and the balance Pile III, consisting of damaged, inferior, and adulterated pods. Adulteration is carried out fairly widely and comparatively easily by the extraction of the genuine musk through the natural vent which exists on the exterior side of every pod and the substitution of almost anything. Dried blood, lead bullets, earth and many other sub-



*Tonquin Grain and the emptied Pods*



stances are commonly used by the Chinese, and it is not too easy to detect this adulteration until the pods are cut open. When buying musk therefore it is imperative to know that the Shanghai shipper has a really good "comprador" who knows his job. Tonquin pods should be dry, with very little superfluous skin and should average very nearly an ounce apiece. They should yield about 70 per cent. to 75 per cent. of grain which, although slightly ammoniacal at first, should be sweet and of a dark, reddish-brown colour. It should be slightly granulated and certainly not "pasty." Tonquin musk is shipped to Europe in little boxes called "caddies," generally covered in gaily coloured silk (on which the Customs now charge extra duty) containing about twenty-two pods, weighing one "catty" (22 $\frac{2}{3}$  ozs.). The normal price of Tonquin musk in five catty lots (if there be such a thing as a normal price for anything) seems to be between 50s. and 60s. an ounce. Piesse, in 1865, states that it was worth about 32s. Just before the War 50s. was its usual price. During the last ten years it has, like most commodities, fluctuated widely. In 1924 very nearly 80s. was paid, and the price remained between 60s. and 70s. until the end of 1927. During the next three years musk remained

fairly stable round about 55s. to 57s. 6d. an ounce, but in 1931 business was done down to 30s. or even a little less. In 1932 a recovery set in and the price rose to 45s. per ounce. The devaluation of sterling and the imposition of a 10 per cent. import tax played their part, and prices have since ranged in the neighbourhood of 50s. to 55s. During the last month or two the market has been very strong, and, combined with the rise in the value of silver, has carried values up to well over 60s. per ounce.

A pure dry musk should contain from 50 to 75 per cent. of matter soluble in water, but only about 10 to 15 per cent. of matter soluble in alcohol. The moisture ought not to exceed 12 to 15 per cent., and the ash not more than 8 per cent. Muskone, which has an intensely powerful odour, has been isolated from musk, being present to the extent of from 0.5 to 2 per cent. Only the perfumers themselves know the best ways to use musk, but generally they make a 3 per cent. solution, using the finest alcohol, and the longer the tincture is kept the better. Six months can be accepted as a minimum. When matured and filtered it is added to the other ingredients in quantities varying according to the type of perfume.

## Avocado Oil in Cosmetics

THE avocado (erroneously called "alligator pear") is one of the oldest known fruits of the American continent, according to R. N. Ball and R. F. Heaton ("Drug and Cosmetic Industry," Vol. 33, No. 6). Botanically named *Persea Gratissima*, it has been called "ahuacate," "pera d'avocat," "pera," "avocat," "aguacate," and many other names. It was pictured in ancient Aztec writings, and in 1519 Martin Fernandez de Encisco reported "pears of incomparable delicacy and flavour" which he found in South America. It is also found in South Africa. Records indicate that avocados were first introduced into California in 1856. The United States Department of Agriculture, in 1911, sent Wilson Popenoe to explore the wilds of Mexico, Central and South America for varieties suitable for propagation in the United States. The result of his nine years' search was the establishment of about a hundred varieties which grew well in Florida and California. By years of careful budding, commercial testing, and selection the California growers have established about a dozen varieties which are exceptionally high in oil content, nut-like in flavour, and rich in minerals and vitamins. There is a vast difference between these cultivated avocados and the wild, native or garden varieties.

### Valuable Properties

Among the properties of the oil which make it valuable as a cosmetic ingredient are the following: (1) It is one of the most penetrating oils known, rating with lanolin in its power to penetrate the skin tissue. This property makes it of value for use in tissue or nourishing creams, massage creams, all-purpose creams, massage oils (muscle oils) and other preparations where penetration and lubrication are essential. (2) Manufacturers who use avocado oil in high-grade toilet soaps attribute its superior lathering and cleansing properties to the oil. (3) Being rich in vitamins A and D (oil soluble), when properly prepared, it presents an advantage over most other vegetable or fruit oils available for cosmetic use. The oil has none of the objectionable odour of turtle or cod-liver oils, which make it well suited to replace these oils.

Avocado oil can be adopted to any standard formula in which oil is an ingredient. Substitution of from 1 to 5 per cent. for equal amounts of other oils should effect a gratifying change in the finished product. Trial batches should first be made, especially if mineral oils have been supplanted by avocado oil, since the latter, in most cases, will produce a stiffer emulsion.

### Extraction of the Oil

Oil is prepared from the pears which have been scarred or blemished, so that they are not suitable for marketing. Particularly suited for oil purposes are the Fuerte, Puebla and Mexican family varieties. These fruit contain from 15 to 30 per cent. oil in the edible fleshy portion, this being the only part used for oil extraction. The fruit is softened to the edible

stage, peeled, the seed removed, the flesh sliced in thin strips, and placed on drying trays and dehydrated in an atmosphere of nitrogen at 130° F. Approximately 90 per cent. of the net weight of the fruit is lost in this operation. The dried slices are then ground and pressed without heat. The whole process is designed to preserve intact the vitamin A and D (oil soluble) content of the original fruit. After filtering and clarifying, the oil is deep green by transmitted light, and deep red by reflected light, presenting a fluorescent appearance. The oil may be bleached to any desired degree, even to water white, but most cosmetic manufacturers prefer the green oil. It lends richness and colour to the products in which it is used. The following constants and composition determinations of the avocado made by Eaton:—

|   |     |     |     |        |
|---|-----|-----|-----|--------|
| Specific gravity 25°                      | ... | ... | ... | 0.921  |
| Refractive index 20°                      | ... | ... | ... | 1.4700 |
| Acid value                                | ... | ... | ... | 2.5    |
| Saponification value                      | ... | ... | ... | 192.6  |
| Unsataponifiable matter (per cent.)       | ... | ... | ... | 1.4    |
| Iodine number (Hanus)                     | ... | ... | ... | 94.4   |
| Acetyl value                              | ... | ... | ... | 9.2    |
| Reichert-Meissl number                    | ... | ... | ... | 1.6    |
| Polenske                                  | ... | ... | ... | 0.2    |
| Saturated acids (corrected) (per cent.)   | ... | ... | ... | 7.6    |
| Unsaturated acids (corrected) (per cent.) | ... | ... | ... | 85.0   |
| Iodine number of unsaturated acids        | ... | ... | ... | 101.2  |

### Glycerides of:—

|                         |     |     |     |       |
|-------------------------|-----|-----|-----|-------|
| Oleic acid              | ... | ... | ... | 77.3  |
| Linolic acid            | ... | ... | ... | 10.8  |
| Myristic acid           | ... | ... | ... | trace |
| Palmitic acid           | ... | ... | ... | 6.9   |
| Stearic acid            | ... | ... | ... | 0.8   |
| Arachidic acid          | ... | ... | ... | trace |
| Unsataponifiable matter | ... | ... | ... | 1.5   |

The keeping qualities of the oil are excellent. Samples stored at 40° F. for twelve years showed very little free acid, and gave only a slight Kreiss test for rancidity.

MEPHITIC MEETINGS.—Dr. W. M. Hewetson writes to "The British Medical Journal" of February 23:—"Could not something be done about the ventilation at medical lectures and meetings of our societies? Nowadays almost all involve the showing of lantern slides, for which the room must be darkened for daytime lectures. This means that air inlets and exits are stopped by blinds being drawn beforehand, and these remain down all the time, whether the lantern is continuously used or only now and again, the light being switched on in the intervals. With the still atmosphere and anything from thirty to 150 people in a room, all hygienic principles and cubic space calculations are jettisoned—and this by the medical profession. When, as at some meetings, there is added the smoke from pipes, cigars, cigarettes *ad lib.*, the conditions have suggested to me those mental pictures conceived by Milton of the sulphurous infernal regions."





*Display and background by J. C. King, Ltd.*

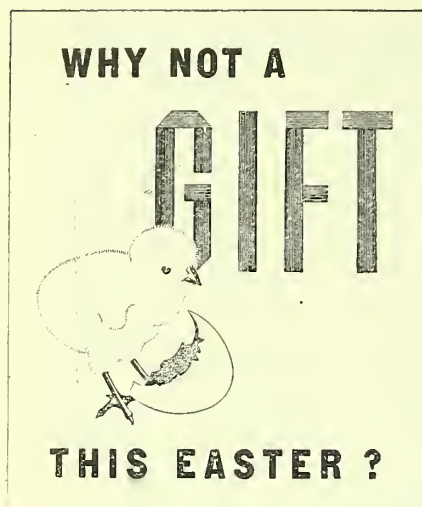
## ★ *A Window for Easter* ★

THE window display illustrated herewith was built up in the C. & D. model window, and is intended to show the type of display suitable for use during the Easter period. Last year several chemists reported a dearth of "gift" business apart from the recognised Easter packs, but this year there is likely to be more public interest on account of the imminence of the Silver Jubilee celebrations. In any case the opportunity should not be missed, and "live" chemists will see that their windows acquire some sort of atmosphere for the occasion. This window measures six feet wide by five feet high,

and is lighted by means of one 100-watt lamp to each foot of the window. Two different types of Siemens' silvered glass reflectors are used in separate rows of eight reflectors each. The crêpe paper dressing can be followed easily by reference to the colour key, which shows the numbers and colours of King's Pullall crêpe, the material used on this occasion. The Easter pelmet is of particular interest, and the scheme is a simple one requiring no special skill in handling crêpe paper.

The stands were all supplied by J. C. King, Ltd., 42-60 Goswell Road, London, E.C.1, and comprise the following:—

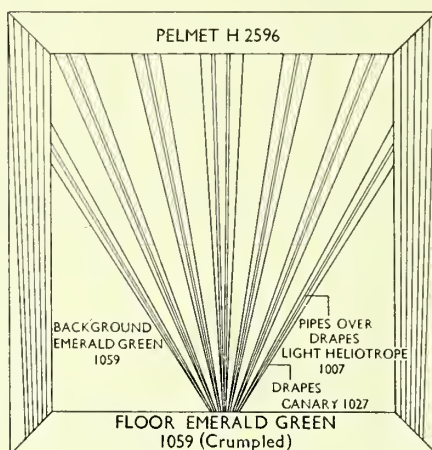




Messrs. King's Crown display set (H2804), chromium, with two tripods (H3249); two 20 in. by 15 in. glass ovals and one stand (H3275) extra.

The goods shown in the window are mostly ordinary stock lines, with the exception, of course, of Easter goods. Easter soap "eggs" supplied by Vinolia Co., Ltd., are displayed, together with an attractive Easter display card. In the centre is a range of

Left: The showcard used in the window. This card is one of a series of six issued by the C. & D. Below: The colour key. The numbers and descriptions refer to Pullall crêpe supplied by J. C. King, Ltd.



cameras by Kodak, Ltd. Cameras should certainly be included in this window, as Easter usually marks the beginning of the photographic season. A charming cut-out showpiece by Bourjois, Ltd., for Evening in Paris perfumery, occupies a prominent position. Shaving brushes and tooth-brushes by Edward Hack suggest themselves as useful gifts. A range of brushware by G. B. Kent & Sons, Ltd., includes shavers, hair brushes, nail brushes and tooth-brushes. Gifts for men are suggested by the inclusion of Valet and Gillette products from Gillette Industries, Ltd. Solport Brothers, Ltd., have supplied for the display several of their well-known lines, e.g., Watersprite face cloths, Portia travelling companions, and Nerissa powder puffs.

The showcard used in the display is one of a series of six, issued by the C. & D. under the "six-card" scheme. These cards (described and illustrated in the C. & D., March 2, p. 252) may be obtained by subscribers from the Publisher, price 2s. 6d. per set, post free. In addition to "Easter" the set includes cards for "Spring Cleaning," "Your Dog," "Natural Charm" and "Domestic Accidents."

## New Coty Display

IN connection with the new Coty creation "Le Nouveau Gardenia," Messrs. Coty have produced a very attractive showcard which will help to make a distinctive unit display. For customers with larger window space, however, the window display illustrated will be supplied with



certain orders. Regarding the new perfume, Messrs. Coty write:—"The popularity of a good Gardenia perfume has been evident for many years, and after months of study we are now able to offer a really exquisite Gardenia perfume, in addition to our twenty-five other distinct fragrances. . . ." A new shade of face powder, "Gitane," has been added to Messrs. Coty's range.



# Jubilee ★ ★ Decorations

By Richard Harman

Editor of "Display"



IT has always been the custom of nations to give patriotic expression on the occasion of important national events by the whole community going *en fête*. The Silver Jubilee of H.M. King George V and Queen Mary, to be celebrated in May, will evoke a response throughout the whole of the Empire and British people will show their patriotism in the most fitting manner. It takes a great deal to make the British public hang out flags, and that is where we differ from some other countries, particularly America. Perhaps they do too much, and we not enough. Other peoples of a more demonstrative temperament decorate their streets with surprising frequency, while in Russia

exterior decoration and such schemes are a very big feature of life. In some Continental schemes there is an advanced modern trend in exterior decoration, as in other decorative and applied arts. Huge trappings of eccentric shape, grotesque elephantine figures and heavy cubist constructions are in popular use.

For the coming Jubilee celebrations it is felt there is no need to resort to modernism of this order. Our great Empire is so rich in historical matters, and has such great possessions, that there exists a wealth of material for display and decoration in our past glories and present eminence.

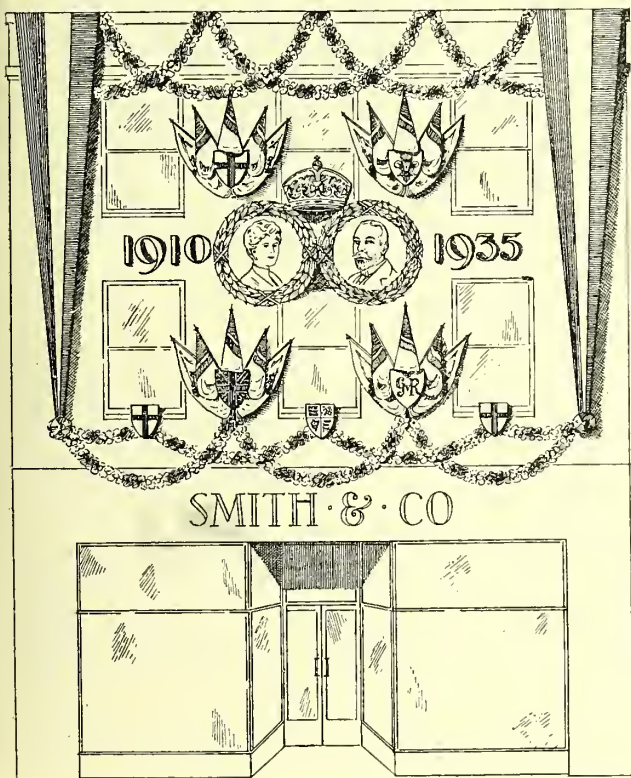
Schemes that may be conceived for next May should be in the spirit of the romantic history associated with Britain and her Empire. No other country has such matter to conjure with on the occasion of a national celebration. In face of these genuine materials an extreme form of modernism for the King's Jubilee would seem mere trumpery. All business houses must associate themselves with the festivities by decorating their buildings and thus making a contribution towards the general rejoicings. Those who wish to be ambitious and create scenic effects will look for inspiration in historical facts or individual characteristics of the countries of the Empire.

However, the average chemist will be content to do his bit by putting his premises in festive array at a reasonable outlay. The customary and appropriate decorations for national celebrations include flags, shields, crowns, photographic enlargements, cut-outs, garlands, trophies, illuminations and floodlighting.

## Flag Trophies

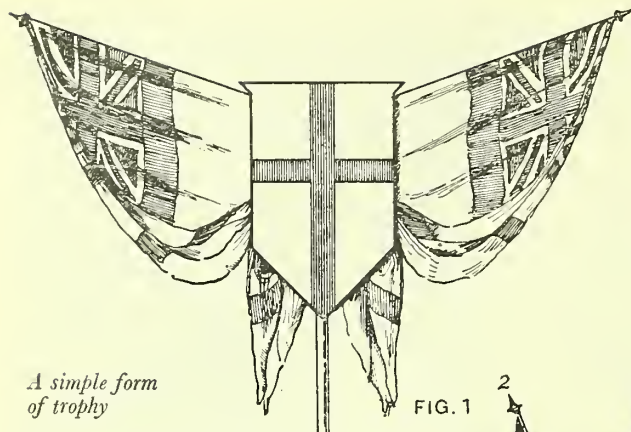
Obviously flags will figure prominently in any scheme of Jubilee decoration, and it is as well to know how they should be handled. Much can be made of large flags by draping them over a wide surface. The simplest form of using ordinary flags is to hang them from windows and the front of buildings, but much better effects are obtained by making them into trophies. A very simple form of trophy is shown in fig. 1. The shield is cut from plywood and the flags are fixed in position by placing the sticks in two gas-pipe sockets fixed on the back at the desired angle. The flags are pleated along the line B-E (fig. 3) and gathered after they are placed in position.

A more elaborate type of flag trophy is shown in fig. 2. This is mounted on a shield which has two battens across the back; one at the top with holes bored through to hold the sticks in the desired angle and one at the bottom with a shallow hole to



Left: A complete scheme showing the use of garlands, flag trophies, shields, pull-downs, crown, laurel wreaths, Royal portraits and the years of His Majesty's reign.





*A simple form of trophy*

correspond with those at the top and which prevents the sticks from slipping. Care and uniformity must be observed in the drapes. The two outside flags, 1 and 1A, should be draped first; they are pleated along the edge C-D (fig. 3) in 3-in. pleats to the centre. The point B (fig. 3) should be brought under the pleats and the whole fastened to the centre of the lower batten. Care must be taken that the first pleat from C (fig. 3) should be taken under the flag, otherwise when the drape is fastened the edge B-C will show instead of a fold. Flags 2 and 2A are pleated in the same way, but this time almost to the point D. The point B is brought under and the whole gathered to the top corner of the shield. The centre flag is pleated from a point midway between A and B (fig. 3) to D. The tail is placed behind the shield and the folds arranged so that they fill in the space between flags 2 and 2A. The cost of making either of these trophies is not high. One-and-a-half-yard printed flags (i.e., 1½ yard long) cost about 4s. each. Fig. 1 should cost 8s. for flags and the shield is simple enough to be made by the chemist himself from plywood. The cost of fig. 2 should be £1 for flags. A shield as illustrated, 12 in. by 9 in., can be bought for as low as 2s. 6d. Better quality shields, 24 in. by 18 in., are 7s. 9d. each.

### Shields

In national celebrations heraldry always plays a big part, and the shield is of first importance (figs. 4 and 5). The most appropriate designs for the Jubilee are those which carry the Royal arms and the

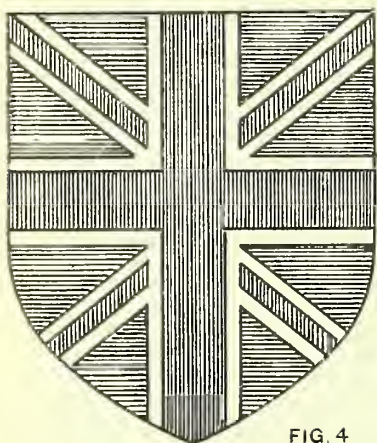


FIG. 4



FIG. 5

arms of the dominions; the latter emphasise the extent of the Empire and act as a compliment to the dominions. The symbolic national emblems, the rose, the thistle, and the shamrock, may also be expected to play a large part in decorative schemes. The rose is a unification of the two Tudor roses, red and white. To many it may come as some surprise to find that the popular Welsh emblem, the leek, is not a recognised heraldic design; consequently Wales has no emblem comparable with the rose or thistle. The most appropriate design for use, if one is confining oneself to correct heraldry, is the dragon, constituting the badge of the Prince of Wales. This is a very ancient symbol, and in combination with the well-known crest (the Prince of Wales' feathers) is a fitting decoration for any house associated with Wales.

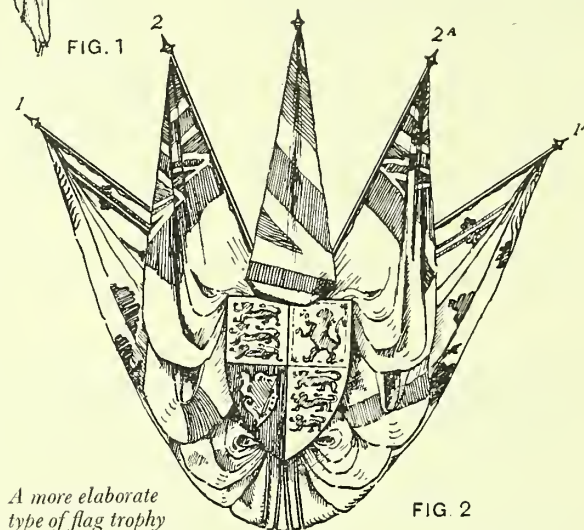
Shields can be used in flag trophies or applied as separate units. Large cut-out crowns are also most appropriate for Royal celebrations and can be had at an average price of 3s. each in a size 15 in. by 12 in., or 24 in. by 24 in. about 5s. each.

### Cut-Outs

Enlarged photographic cut-outs of Their Majesties are obtainable at prices ranging from 20s. upwards, and if used these should be bordered with laurel leaves and form the central point. Other pictorial cut-outs in the form of Britannia, St. George (the patron saint of England), trumpeters, guardsmen and heraldic figures also can be featured.

### Garlands and Bunting

These form an integral part of any decorative scheme, for they



*A more elaborate type of flag trophy*

FIG. 2

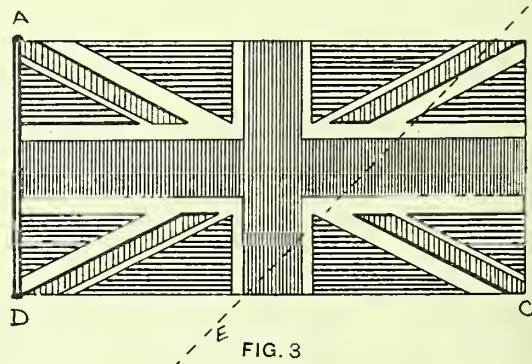


FIG. 3

provide masses of colour at a cost of 1s. per yard or less. The colours for this occasion should be red, white and blue, or red, silver and blue, the latter being specially produced for the Jubilee. There are also floral and laurel garlands, these being coloured silver specially for the event.

### Pull-Downs

"Pull-downs," which are wide strips of red, white and blue bunting, can be used to give extensive areas of colour. In order to get these strips to set close and lie perfectly flat against the building, they are generally made with hems at top and bottom, through which are inserted

Left: Types of shields which can be used for Jubilee purposes



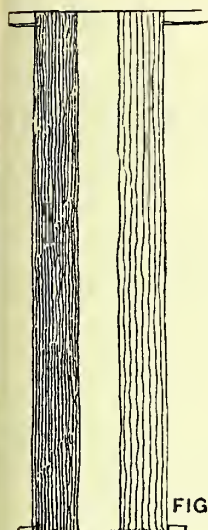
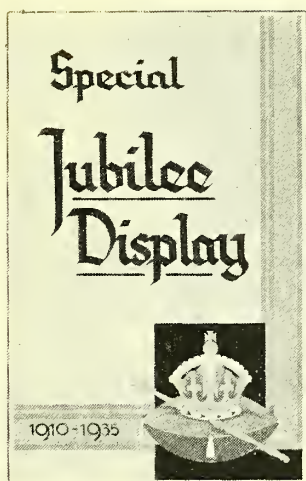


FIG. 6

Above: A "pull-down"  
—a length of bunting used  
vertically on the face of a  
building.

Below: A variation of  
the "pull-down."



Above: Regal poster No. 1  
from Dudley & Co., Ltd.

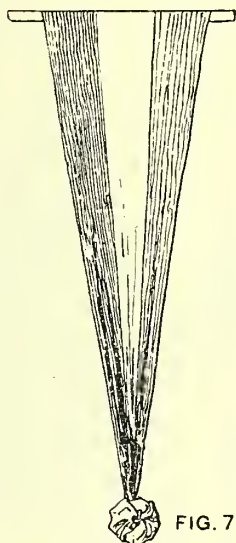


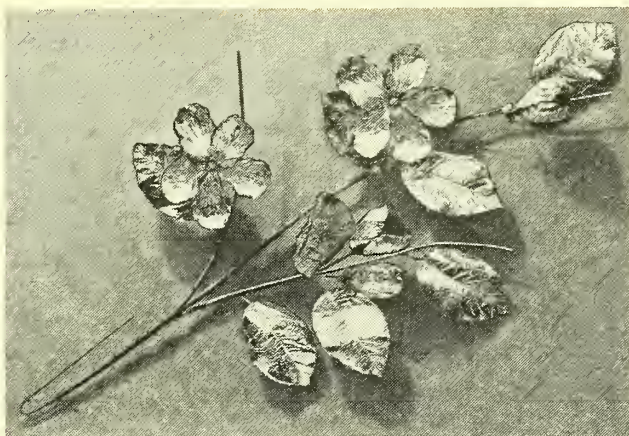
FIG. 7

### The Complete Scheme

Now we come to the assembly of these decorations into one complete scheme. If there is a special feature, such as an enlarged photograph of Their Majesties, this should form the centre-piece. Flag trophies, crowns and other heraldic forms should be fixed in prominent positions, and the garlands draped in graceful sweeps and curves, having the effect of joining up the whole scheme into one big colourful picture. The second illustration to this article shows how the materials already mentioned will appear in actual use. Finally, I have received many inquiries as to the correct colours for Jubilee decoration. They are red, white and blue, the national colours, with silver, representing the twenty-fifth anniversary. It is also possible to introduce silver in place of white, so that a scheme could very well be red, silver and blue.

Among the houses supplying Jubilee display material suitable for use by chemists are the

Right: From top to bottom, metal-faced crown with metal leaves in red, white and blue colours (H 3655); metal-faced shield with Union Jack and silver oak leaves at each side (H 3656); crêpe paper "bannerette" (H 3610); metal leaf border with plywood cut-out figures (J 115); the sprays at the sides are (left) 2049 and (right) 2048. All these lines are from the range of J. C. King, Ltd.



Above: Jubilee flower spray (A.F. 259) from the range of  
Dudley & Co., Ltd.

following:—British Crêpe Makers & Paper Products, Ltd., Harlequin Avenue, Great West Road, Brentford; Clements, Newling & Co., Ltd., 95 Wood Street, London, E.C.2; Dennison-Victor Co., Ltd., Park Royal, London, N.W.10; Dudley & Co., Ltd., 451 Holloway Road, London, N.7; J. C. King, Ltd., 42-60 Goswell Road, London, E.C.1. The illustration in the heading to this article is a Jubilee crêpe paper "bannerette" (H3611) from J. C. King, Ltd.





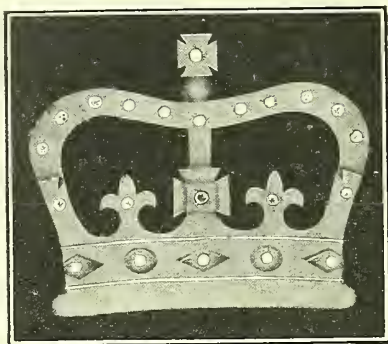
# Jubilee Illumination Devices

Decorative illuminations on a large scale will be a feature of the coming Jubilee celebrations

**T**HE Silver Jubilee of Their Majesties King George V and Queen Mary will undoubtedly provide a great occasion for organised rejoicing. Decorative illumination on a lavish scale will form an impressive part of these celebrations, and many chemists may desire to use some sort of illumination device on or in their premises. In this article, therefore, several such devices, selected from the large range available, are illustrated. The choice has been made with an eye on cost and suitability for use in the pharmacy.

## Illumination Devices

Manufacturers of electrical appliances offer a wide range of these devices ranging from large floodlit flag displays to small crowns and letters. The first illustration on this page is an example of one of the larger designs, being available either 6 feet or 8 feet high. This device takes twenty-eight Osram colour-sprayed Pygmy lamps and eight 60-watt pearl lamps. The crown shown below is available in three sizes, 24 in. wide, 36 in. wide and 48 in. wide, and takes eighteen, twenty-two and thirty lamps respectively. This device is quite moderately priced. A topical touch can be given to window displays by means of the decorative lantern also illustrated on this page. Other interesting and useful devices available are illuminated metal box-type banners arranged for pole mounting and fitted with scintillators producing



Wood crown painted in silver, gold or in colour. Available in 24, 36 and 48 in. widths. Siemens Electric Lamps & Supplies, Ltd.

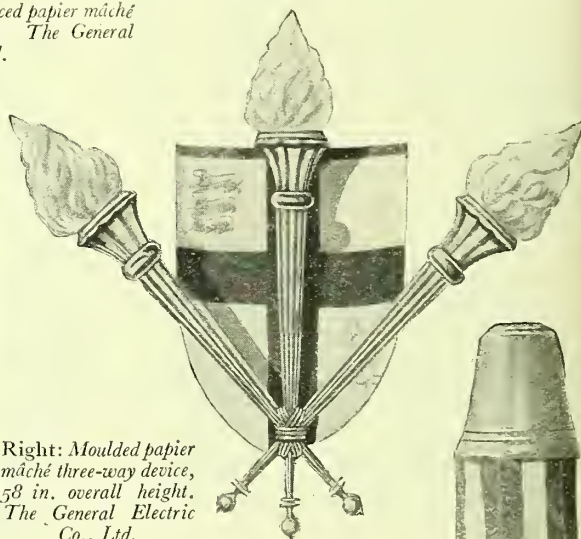
An illuminated device in reinforced papier mâché in colours, 6 ft. or 8 ft. high. The General Electric Co., Ltd.



the effect of movement, illuminated flower boxes, laurel borders, floral festoons, Prince of Wales' feathers, stars and roses. Attractive neon displays are also offered including crown, Union Jack, laurel wreath with script letters, "G.M." monogram, "G.R." monogram, lion, diamond, date, shield, shamrock, thistle, leek, rose, etc.

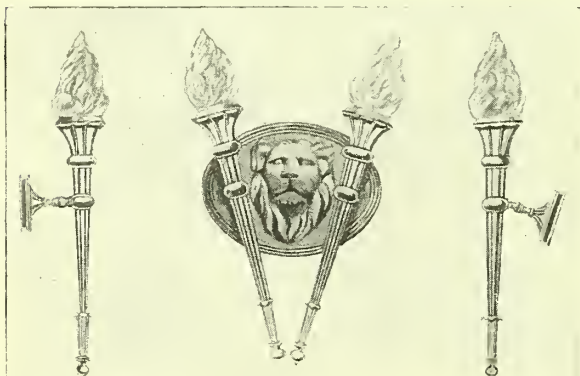
## Floodlighting

The effectiveness of floodlighting has been demonstrated from time to time, and



Right: Moulded papier mâché three-way device, 58 in. overall height. The General Electric Co., Ltd.

Right: Decorative lantern in colours, with 1½ in. hole. Siemens Electric Lamps & Supplies, Ltd.

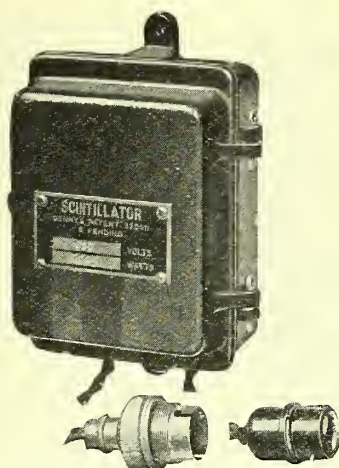
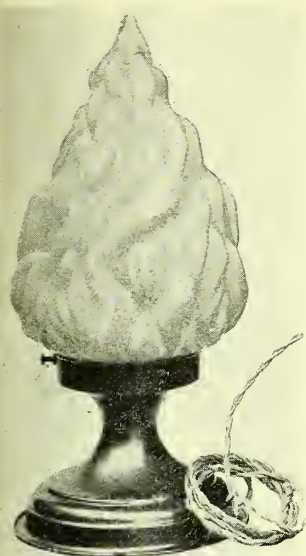


a wide range of suitable equipment is obtainable for many different purposes. For example, inexpensive floodlights for temporary installation may be obtained in the form of flag illumination boxes, designed for installation on window ledges, cornices, etc., and comprising a box housing containing a lighting reflector and provision for fixing flags. There are also many different types of small floodlights offered by manufacturers at moderate prices.

The neat scintillating flambeau, illustrated on the facing page, is a device which gives attractiveness by reason of its animation. By means of the Denny scintillator the element of movement is given to displays which might otherwise be unattractive. Other novel lighting effects can be obtained by means of coloured lamps and architectural lamps.

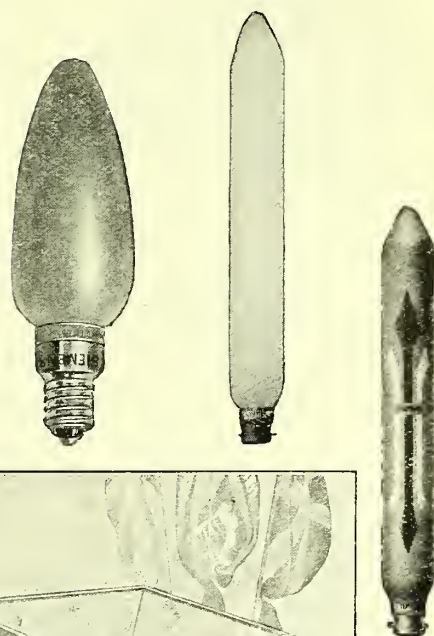
Left: One-way moulded flambeau fitting for wall mounting 58 in. overall height; two-way fitting with embossed shield, 58 in. overall height; one-way moulded flambeau fitting, 58 in. overall height. The General Electric Co., Ltd.



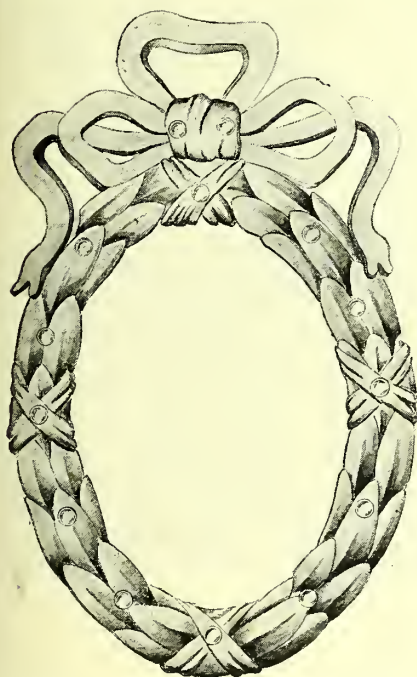
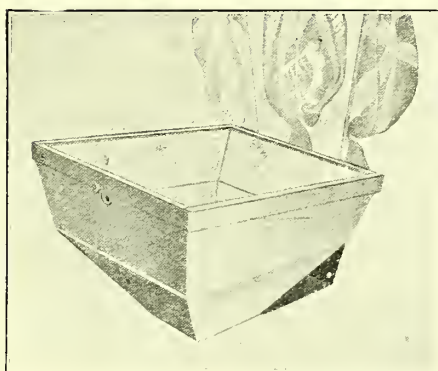


Above and left : The Denny scintillating flambeau ; this device gives a natural flame effect. Alliance Wholesale, Ltd.

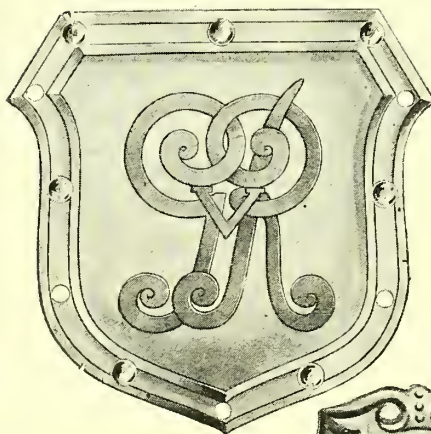
Below : Left, decorative lamp ; centre, opal lamp ; right, colour-sprayed lamp. Siemens Electric Lamps & Supplies, Ltd.



Right : Siemens floodlight for the illumination of small buildings, flags, decorative pieces, etc. Siemens Electric Lamps & Supplies, Ltd.

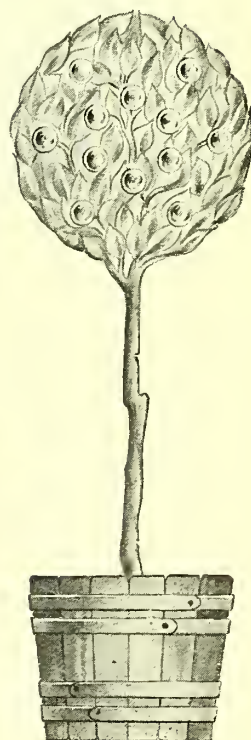


Above : Laminated papier mâché laurel wreath, shaded green, with gold ribbons. Falk, Stadelmann & Co., Ltd.

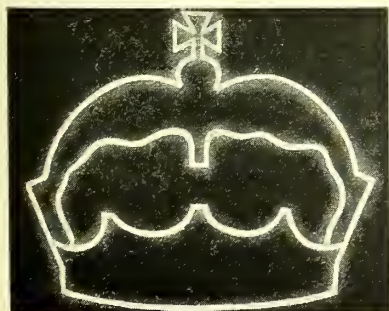


Above : Papier mâché shield, in deep relief monogram. Falk, Stadelmann & Co., Ltd.

Right : Laminated papier mâché tree design in deep relief, painted in natural colours, suitable for decoration. Falk, Stadelmann & Co., Ltd.



Left : Ionlite neon display. Falk, Stadelmann & Co., Ltd.



Right : Moulded device. The General Electric Co., Ltd.







THE illustrations on this and the facing page give some idea of the wide range of display material available to chemists for use in connection with the toilet trade. In no other field, perhaps, is the selection so comprehensive and the material of such high quality, yet many such showcards are not given the prominence they deserve—either in the window or on the counter. Space in pharmacies is usually rather limited, and the chemist is not inclined to decorate the interior with overmuch show material. There is one thing he can do, however, and that is to treat expensive display material with due respect, storing it carefully, and then using it as space permits. Particulars of the material illustrated herewith are as follows:—Aerograph Co., Ltd., 43 Holborn Viaduct, London, E.C.1—a neat display stand in silver and black for DeVilbiss sprays. It should be noted that no goods are illustrated, so that what appear to be goods are actually parts of the showcard or cut-out. The Anzora Perfumery Co., Ltd., 28-34 Willesden Lane, London, N.W.6—two new showcards for Anzora products; these showcards will be supplied free to any chemist on

## Display Material

request. The Butywave Co., 5 Rampayne Street, Vauxhall Bridge Road, London, S.W.1—a well-produced Butywave cut-out showcard which will be supplied free with all orders on request. W. B. Cartwright, Ltd., Rawdon, Leeds—a beautiful display card in silver, red and black for Elfrida hair preparations. Thos. Christy & Co., Ltd., 4-12 Old Swan Lane, London, E.C.1—a neat display stand in silver and black for DeVilbiss is one dozen on orders of four dozen. The County Perfumery Co., North Circular Road, Park Royal, London, N.W.10—a Brylcreem showcard, a Brylcreem de Luxe showcard, and a Brylcreem cut-out showcard; Brylcreem de Luxe, the makers inform us, is already showing signs that here again they have been successful in introducing a preparation which meets an hitherto unsatisfied demand. Gillette Industries, Ltd., 197-207



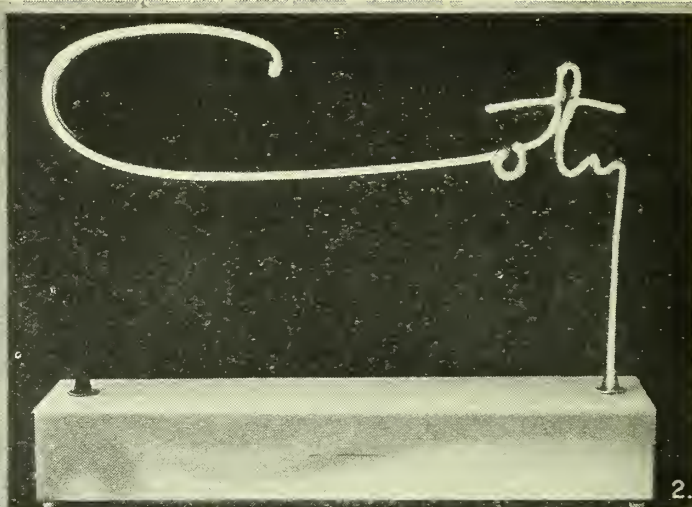
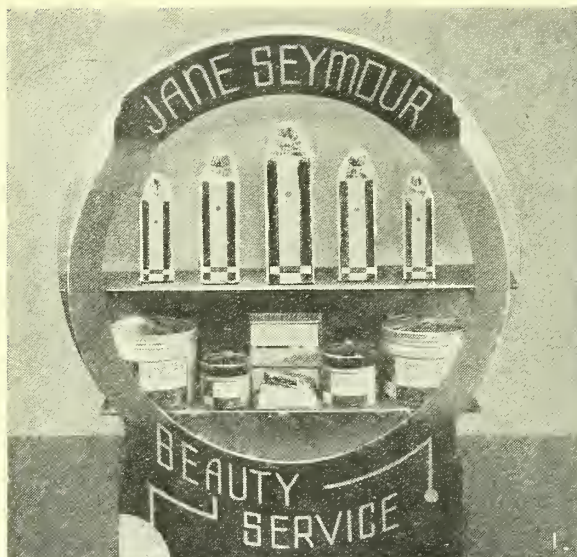


## for the Toilet Trade

City Road, London, E.C.1—show material for Blue Gillette blades. The Hlex Supply Co., Ltd., 252B and 252C Gray's Inn Road, London, W.C.1—an attractive cut-out showcard for Dr. Page-Barker's Scurf and Dandruff Lotion; a bottle (not shown), and showcard used together, have produced good sales (supplies of this preparation may be obtained from Thos. Christy & Co., Ltd.). Macleans, Ltd., Great West Road, Brentford—new cut-outs for Macleans Peroxide tooth-paste; any or all of these showcards will be sent free on request. Parke, Davis & Co., Beak Street, London, W.1—the latest display for Parke-Davis shaving cream; all Parke-Davis show material is restricted to qualified chemists. A. & F. Pears, Ltd., The Soap Works, Isleworth—a beautiful cut-out for Golden Glory soap (this is the latest addition to Messrs. Pears' "Preparing to be a

Beautiful Lady" series); a display card for Jif shaving sticks and shaving cream, and a cut-out for Golden Series shaving stick (supplies of these cards will be sent to any chemist on application). Pond's Extract Co., Ltd., Wadsworth Road, Perivale, Middlesex—one of a series of small jewelled cards (a large card is illustrated overleaf). Sadko Beauty Preparations, Ltd., 19 South Molton Street, London, W.1—showcards for Sadko liquid skin food, Sadko Lait de Beauté and Sadko cream rouges. Tokalon, Ltd., Chase Road, London, N.W.10—display card for Rouge Tokalon; this card takes the four fashionable shades of this preparation. We have received also, from The Dubarry Perfumery Co., Ltd., Goldstone Laboratories, Hove, an interesting and useful brochure entitled "The Art of Window Display." Messrs. Dubarry's general display policy is to encourage retailers to make displays of different groups of their products, and in the brochure may be seen some very striking examples. The displays are shown in full colours and directions for preparing them are given. In all, eight different displays are illustrated.





## Perfumery Notes



(1) Jane Seymour latest display showstand, with beauty preparations. Jane Seymour, Ltd.

(2) Coty signature in red neon tubing on a small black stand, overall measurements, length 20 ins., height 17 ins., depth 4 ins. Coty (England), Ltd.

(3) Zenobia bakelite display delivery cabinet. As each perfume is sold the bottle behind automatically takes its place. The cabinet accommodates six dozen bottles. Zenobia, Ltd.

(4) A Cresswell sponge showcard. Cresswell Bros. Branch (International Sponge Importers, Ltd.).

(5) The latest Pond's showcard (23 in. by 16½ in.). Pond's Extract Co., Ltd.

(6) The new "diana clare" range of beauty preparations shown displayed on their attractive showstand.





## in Pictures



(1) Jubilation perfume packed in a clog, and Lady Gay Jubilee Bouquet, by W. B. Cartwright, Ltd.

(2) A Bourjois novelty for Easter and the Silver Jubilee. Bourjois, Ltd.

(3) A new Morny product—compact rouge available in eight shades. Morny, Ltd.

(4) Rex hair cream and Rex beauty products. Rex Beauty Products.

(5) A Rototherm thermometer with Jubilee badge. The British Rototherm Co., Ltd.

(6) Brunex shampoo in counter display box. Health and Cosmetic Products, Ltd.

(7) An addition to the Mattever range, Mattever day and night cream, by L. T. Piver.



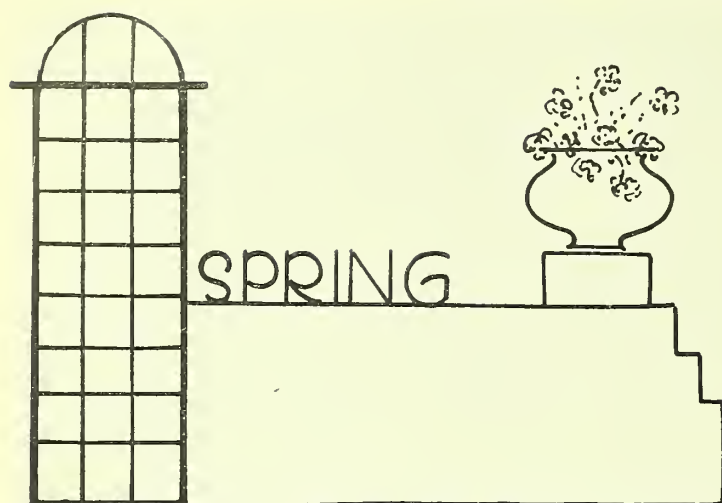


Fig. 1—In three sections—trellis, wall and vase. Trellis is 5 ft. by 1 ft. 8 in.; wall is 4 ft. 6 in. by 2 ft.; vase and pedestal 1 ft. 9 in. high by 1 ft. 8 in.

CHEMISTS who prefer to make their own display pieces will be interested in these backgrounds, which are designed for use in large windows. The units should be strongly made of plywood or similar material, batted at the back to give rigidity. Either distemper or oil paint may be used for the colours, but many display men prefer the first of these, since it gives a flat finish. In fig. 1 the framework of trellis is of 1½-in. batten, painted gold and backed with light green crêpe. The wall can be painted light brown or can be covered with "brickwall" crêpe; the trellis itself is of 1-in. laths. The vase and pedestal

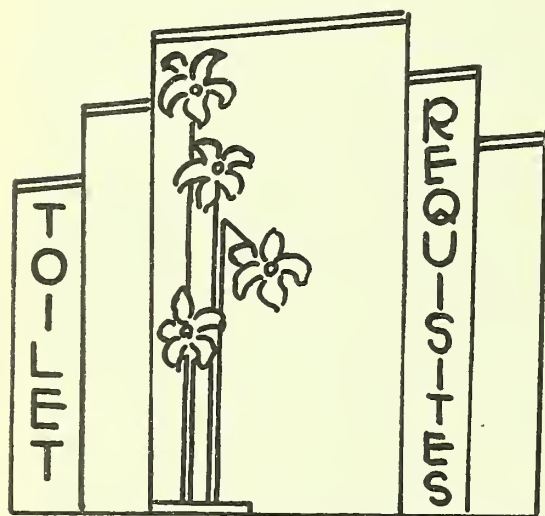


Fig. 2—In one piece, or can be built up from odd sections of plywood or stout cardboard. Centre panel 5 ft. by 2 ft. 6 in., side panels 9 in. wide.

should be painted light brown, the artificial flowers drooping over from the back. "Spring" should be in cut-out letters (each with a base for fixing) painted light green. In fig. 2, which is a rather simpler design, the centre panel and the two outside panels are painted light green, and the two smaller inside panels light brown. All panels are outlined dark brown. The words are of cut-out letters. "Toilet" should be painted light brown and "Requisites" light green. The flowers are also cut-outs (1-in. laths painted dark green

## Simple Backgrounds

for  
Seasonal Displays

BY ALAN P. PEARCE

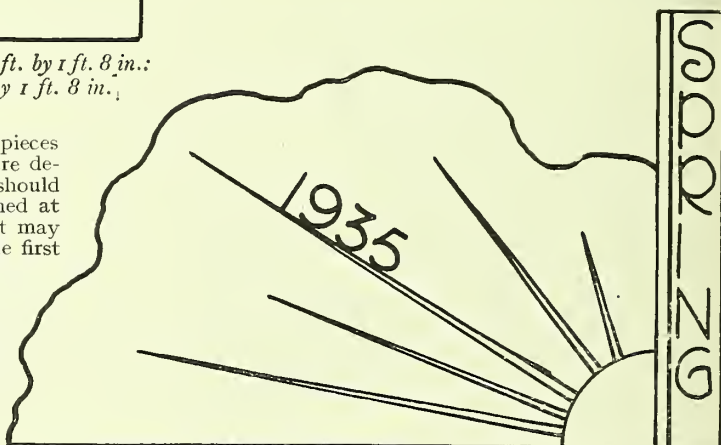


Fig. 3—In two sections—"sky," and lettered panel at side. Sky section is 5 ft. long by 4 ft. high; panel at side is 5 ft. high by 1 ft. wide.

make good stalks), painted red. Fig 3 aims at a "rising sun" effect. The cloud outline is painted sky blue, and the sun and its rays are painted orange. It will be found simpler to make the sun and rays separate cut-outs rather than to paint them on the blue background. The side panel is light brown, with cut-out lettering in light green. Fig. 4 introduces a mildly humorous effect which will certainly catch the children's eyes. The wall is again painted light brown or covered with "brickwall" crêpe, and the bird is painted canary-yellow and outlined with dark brown. The word "Spring" and the figures "1935" are cut-outs, painted the same yellow as the bird. The musical notes issuing from the beak of the bird should be cut-outs, painted gold, and they can be hung by means of black thread either from the ceiling of the window or from a length of black thread stretched between the bird's head and the sloping panel.

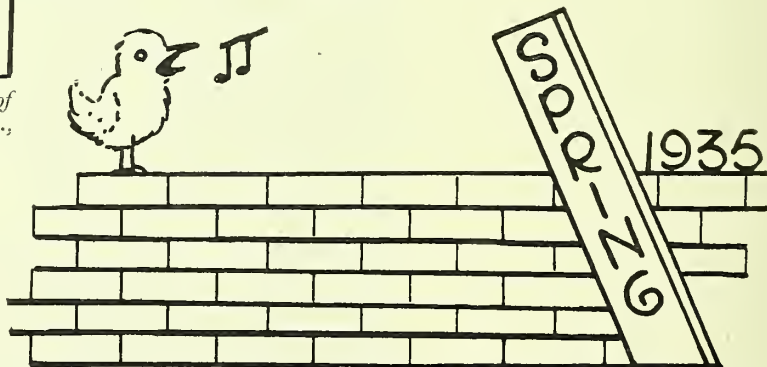


Fig. 4—In three sections—wall, panel and bird. The wall is 6 ft. long by 2 ft. 6 in. high, and the top of the sloping panel should be 4 ft. 6 in. from the ground.



## Births

Notices for insertion in this column must be properly authenticated.

EMSLIE.—On March 12, Alma, the wife of R. H. Emslie, M.P.S., 10 Plume Avenue, Colchester, of a daughter.

## Marriages

EASTWOOD—LUMB.—At the Methodist Church, Sowerby Bridge, Yorks, recently, J. L. Eastwood to Hilda Mary Lumb, chemist and druggist, daughter of Mr. W. Lumb, chemist and druggist, Wharf Street.

SHORE—SPENCER.—At Hareholme Methodist Church, Rawtensall, on March 9, Fred Shore, chemist and druggist, to Edna Spencer.

SMITH—MCCKEY.—At St. Peter's Church, Belfast, on March 5, Maurice Smith, chemist and druggist, son of Mr. Maurice Smith, Ph.C. (Cuxson, Gerrard & Co., Ltd., Oldbury), to Dorothy Gertrude McConkey.

WICKHAM—HELYAR.—At St. David's Church, Exeter, on March 5, William Edward George Wickham, chemist and druggist, to Beatrice Louisa Helyar.

## Deaths

BADCOCK.—At Ottery St. Mary, on March 3, Mr. Harry Digby Badcock, chemist and druggist, aged seventy-three.

BAMFORD.—Recently, Mr. Thomas Bamford, chemist and druggist, Port Talbot, aged sixty-eight. Mr. Bamford carried on business at Port Talbot for upwards of thirty years, and previously had a pharmacy at Pontycymmer. His only son, Mr. C. D. Bamford, chemist and druggist, has been associated with him in the business.

BRETT.—At 20 Springfield Road, Leicester, on February 21, Mr. Frederic John Brett, chemist and druggist, retired chemists' valuer, aged ninety-one. Mr. Brett carried on business for a long period as a chemists' valuer and transfer agent, latterly in partnership with his nephew Mr. J. H. Miles (an English Rugby international), who after the dissolution joined C. R. Harker, Staggs & Morgan, Ltd., as their representative in Ireland and part of Scotland. Mr. Brett was actively interested in sport of various kinds. He is survived by a widow.

COLEMAN.—At Bedford, on February 26, Mr. Walter Graham Coleman, managing director of Colemans Pharmacies, Ltd., 51 Cauldwell Street, aged sixty-eight. Though not himself a qualified chemist, Mr. Coleman had a large circle of friends in pharmacy, and his passing will be regretted as that of a kindly gentleman.

DAVIES.—On March 2, Mr. Edward John Davies, chemist and druggist, 109 Alexandra Drive, Surbiton, aged fifty-one.

PRICE.—Recently, Mr. Charles Hedley Price, chemist and druggist, managing director of Hedley Price, Ltd., chemists, 244 and 246 North Street, Ashton Gate, Bristol, and 158 West Street, Bedminster, aged sixty-two. Mr. Price, who was a prominent freemason, will be much missed in various circles. At the funeral service the Bristol Branch of the Pharmaceutical Society was represented by Miss Edith E. Parry (chairman), Messrs. W. J. Davis, F. Penfold, S. M. Lennox, W. H. Dunford, W. A. Mansbridge, D. G. Cooper and A. Strode Cosh.

YOUNG.—At Ham Green, on March 3, Mr. Walter Albert Edward Young, chemist and druggist, aged thirty-two.

YOUNG.—At a Plymouth nursing home, on March 8, Alderman William Frank Young, chemist and druggist, Mayor of Liskeard, aged sixty-three. Alderman Young succeeded his father, the late Mr. Richard Young, in business. Entering the Town Council in 1917, he first held office as Mayor in 1923-25, and was again elected to that office in 1932. He was a talented amateur musician, and was greatly esteemed in the district. Alderman Young leaves a widow.

## Personalities

MR. G. W. WISE, chemist and druggist, Rickmansworth, has been elected president of the local chamber of trade.

NORTHAMPTON is trying to discover its oldest active tradesman, and Mr. F. F. Blunt (F. F. Blunt & Co., Ltd., chemists, Abington Square) has a record that will not easily be beaten. He is seventy-eight years of age and has been in business for over sixty-four years. His father, the late Mr. J. H. Blunt, founded the business in 1846, and Mr. Blunt joined it in 1871, when the premises were in Bridge Street. Mr. Blunt subsequently moved to Abington Square, and has been at his present address for twenty-eight years.

MR. JAMES S. SNELL, chemist and druggist, Accrington, who has been appointed a justice of the peace, is a director of J. M. Fairbairn, Ltd., manufacturing chemists, Blackburn. For many years he was president of Accrington Branch of the Pharmaceutical Society, and has also served as chairman of the Executive Committee of the Lancashire County Pharmaceutical Association. Mr. Snell started business in 1907 in Burnley Road. Later he purchased an establishment in Blackburn Road, Church, and recently acquired other premises in Whalley Road, Accrington. For eighteen months he was Mayor of the borough.



MR. J. S. SNELL, J.P.

CERTIFICATES OF NATURALISATION have been granted to L. Ganelin (known as Leon Ganelin), analytical chemist, Nightingale Road, Clapton, E.5; P. E. Langewiesche, eau de Cologne merchant, "Mullen-cotten," Hollybank Road, West Byfleet, Surrey; L. Morgenstern, medical practitioner, 81 Gorton Lane, West Gorton, Manchester.

## Wills

MR. CHARLES FREDERICK THACKRAY, Oakwood House, Roundhay, Leeds, pharmaceutical chemist and surgical instrument maker, of Park Street and Great George Street, Leeds, who was found drowned on December 9 last, aged fifty-seven, left estate gross value £57,498, with net personality £53,994.

MR. WILLIAM GRIFFITHS HUGHES, Telham, Battle, Sussex, and late of The Gables, Manchester Road, Buxton, Derbyshire, pharmaceutical chemist, long associated with Messrs. E. Griffiths Hughes, Ltd., Adelphi, Salford, proprietors of Kruschen Salts, who died on January 1 last, left estate gross value £507,081, with net personality £480,399, on which Estate Duty of £156,506 16s. 3d. has been paid.

## Business Changes

MR. JOHN F. WATTS, chemist and druggist, 23 Bridge Street, Swinton, Lancashire, has opened a branch at Rockingham Road.

MR. C. E. ECCLES, chemist and druggist, 5 Bank Hey Street and 37 Church Street, Blackpool, is opening a new branch at 167 South Promenade.

MR. J. A. DAVIES, chemist and druggist, has acquired the business of H. E. L. Ash, Ltd., chemists, 2 Festing Buildings, Highland Road, Southsea.

THE business of G. C. Sanderson, chemist, 40 Peter Street, Manchester, is being conducted under the title of Sandersons (Chemists), Ltd., as from March 1.

MADAME THAMAR, LTD., are opening a beauty salon at 30 Old Bond Street, London, W.1, on March 25. Communications should be addressed to 2 Beauchamp Place, S.W.3.



# Trade Notes

TANNA brand liver pills are supplied by Bert Singleton, Spring Hill, Accrington.

A PERSONAL WEIGHING MACHINE of attractive modern design is being offered by Anglo-Scottish Scales, Ltd., 5 Charles Lane, London, N.W.8.

THE MOTTIX SALES CO., 52 Queen Victoria Street, London, E.C.4, have reduced the price of their super automatic film machines for 36 spools.

THE DR. SINGHA CO., LTD., Caernarvon, announce elsewhere in this issue increases in the number of tablets in certain sizes of their well-known proprietary.

MR. J. W. SIMPSON, Aldwych House, London, W.C.2, whose iodine locket is familiar to most chemists, is about to launch on the market a disappearing iodine ointment.

BAMYL TOILET PRODUCTS.—Thomas Reid & Sons, Ltd., Glasgow, are the makers of Bamyl toilet preparations. Further details of these lines will be found on another page.

EPHEPYRIN.—Beck & Press, 41 Cranbourn Street, Leicester Square, London, W.C.2, are calling the attention of the medical profession to their Ephpyrin tablets, spray and apparatus.

STAFFORD ALLEN & SONS, LTD., Cowper Street, London, E.C.2, have issued an informative booklet entitled "Some Notes on Peppermint Oils." A copy is obtainable on request.

VAREEN, LTD., 86 Portobello Road, London, W.11, are issuing a chart showing the colours obtained by the application of their nail polish. One of these shade cards will be sent to any chemist on request.

A. ARNOLD & CO., 122 St. John Street, Clerkenwell Road, London, E.C.1, have sent for our inspection one of their new stop watches. This is an inexpensive model in a chromium plated case and carries a three years' guarantee.

EUCOS PRODUCTS, LTD., Carlisle Road, Hendon, London, N.W.9, specialise in the manufacture of cosmetics on behalf of others who are not in a position to produce for themselves. Messrs. Eucos will supply either in bulk or packed ready for labelling.

KARSWOOD DOG POWDER SHOWCARD.—Reference was made in this column recently to the unusual three-fold showcard being issued by E. Griffiths Hughes, Ltd., Adelphi Salford, Manchester, to call attention to their Karswood dog powders. A

DYANESE stocking dyes are being nationally advertised. The sales agents are W. B. Cartwright, Ltd., Rawdon, Leeds.

DRUG HOUSES OF AUSTRALIA EXPORT, LTD.—Mr. R. E. Wood, co-managing director of Felton, Grimwade & Duerdins, Ltd., Melbourne, and director of Drug Houses of Australia, Ltd., recently arrived in London for the purpose of forming a company which, from April 1, will attend to the purchase and shipment of goods required from Great Britain and the continent by all those wholesale and manufacturing chemists associated with Drug Houses of Australia, Ltd. As announced in last week's C. & D. (p. 286), the new company has been registered as Drug Houses of Australia Export, Ltd., Australia House, Strand, London, W.C.2 (Telephone: Temple Bar 1855). The several companies referred to are:—A. M. Bickford & Sons, Ltd., Adelaide and Brisbane; Elliotts and Australian Drug, Ltd., Sydney; Felton, Grimwade, & Bickford, Ltd., Perth, Fremantle and Kalgoorlie; Felton, Grimwade Dental Co. Pty., Ltd., Melbourne; Felton, Grimwade & Duerdins, Ltd., Melbourne; Taylors Elliotts & Australian Drug Pty., Ltd., Brisbane, Rockhampton and Townsville. In addition the new company will buy and ship for the four branch houses of Kempthorne Prosser & Co's New Zealand Drug Co., Ltd. For more than half a century the London affairs of the above-named companies have been in the hands of Grimwade, Ridley & Co., Minorities, E.C.3, but it is considered that the time has now arrived for creating an organisation in London by establishing their own office. Mr. Frederick W. Grimwade, of Grimwade, Ridley & Co., will be associated with Mr. Wood as co-director in controlling the affairs of the new company, and Mr. Arthur T. Butters is the secretary and accountant.



Mr. R. E. Wood

DISPENSING BOTTLES.—National Glass Works (York), Ltd., 1 Charterhouse Street, London, E.C.1, can supply first quality washed dispensing bottles for corks or screw caps. The bottles are packed in non-returnable cartons of three dozen and six dozen.

NORWEGIAN COD-LIVER OIL.—Freudentheil, Smith & Co., 21 Mincing Lane, London, E.C.3, have sent us a sample of the new season's (1935) Lofoten medicinal cod-liver oil, which has just arrived from their Norwegian principals, Messrs. Brødr Aarsaether A/S. We find this oil the usual good pale sweet quality, and quite up to the usual high standard.

NEW STAPHYLOCOCCUS SEROLOGICAL PRODUCT.—Immunisation with staphylococcus toxoid has been used recently as a combined method of prophylaxis against, and in the treatment of, chronic infections. Investigations in this country were carried out with preparations supplied by The Wellcome Physiological Research Laboratories. Burroughs Wellcome & Co., Snow Hill Buildings, London, E.C.1, are now issuing Wellcome brand staphylococcus toxoid A—for active immunisation (1/10 dilution), and staphylococcus toxoid B—for active immunisation (undiluted toxoid), each in containers of 1 c.c.

CHARLES ZIMMERMANN & CO., LTD., St. Mary-at-Hill, London, E.C.3, have just published a comprehensive export price list of the essential oils and perfumery products which they manufacture and import. The list contains a full range of natural essential oils; terpeneless oils, artificial musks and fixatives; artificial violets; synthetic and aromatic chemicals; orris products; resinoids; natural flower oils; oak moss products; compound perfumes for powders, extracts, toilet preparations, and so forth. Shipment prices for all products are given. Copies of the new list may be obtained by export houses upon application.



photograph of this display-aid is reproduced above. The showcard when fully open measures 18 in. by 23 in. and one will be sent free to any chemist who writes for it.



**SOUVENIR LOCKETS.**—Warrick Brothers, Ltd., 6 Nile Street, City Road, London, N.1, have placed on the market a solid perfume in the form of a Silver Jubilee locket. Made in the form of a medallion, the locket is intended either for wearing round the neck or pinned to the coat, for which purpose a piece of ribbon and a safety pin is attached. Each locket is in a tray covered with transparent wrapping material.

**CADBURY'S PAY FOR GOOD IDEAS.**—Employees at the Bournville factory of Cadbury Brothers, Ltd., are encouraged to think out improved methods of manufacture or administration. Half-a-crown is paid for each suggestion on acceptance and awards are made for merit. Awards of £176 for men's suggestions, and £62 for the girls' have just been announced for six months of 1934. The men made 1,100 suggestions of which 225 were accepted, and the girls 550, of which 127 were accepted.

**EFFECTOL, LTD.**, 18 New Brown Street, Manchester, 4, are introducing a series of dental preparations under the name Dent-sure. An extensive national advertising campaign is fore-shadowed and particular attention is to be called to the lines concerned with artificial teeth. Chemists are invited to write for particulars of a scheme by which they obtain increased profit.

**ANDREWS LIVER SALT.**—Scott & Turner, Ltd., Newcastle-upon-Tyne, 2, are again making a spring bonus offer. The proprietors of this well-known line inform us that they have launched one of the biggest advertising campaigns in their history. A preliminary set of "teaser" announcements is to be followed by big press advertisements, and an attractive poster, by a well-known artist, will shortly appear on hoardings. New show material is available to enable chemists to link up with this publicity.

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1935, p. 323.

(From "The Trade Marks Journal," February 27, 1935.)

- "SYMPOXAN"; for medicinal chemicals (3). By May & Baker, Ltd., 42 & 43 St. Paul's Churchyard, London, E.C.4. 556,891.
- "KENACTAN"; for medicinal chemicals (3). By N. A. Ischlonsky, 25 Rue Raynouard, Paris. 557,313.
- "METAVITEX"; for medicinal chemicals (3). By S. Campbell, 17 Martha Street, Glasgow, C.1. 557,438.
- "MADISOL"; for toilet preparations for the hair (48). By Madison (England), Ltd., 16 Berkeley Square, London, W.1. 554,605.
- "LUMA"; for bath salts (48). By G. P. K. Chemicals, Ltd., 5/11 Theobalds Road, London, W.C.1. 556,015.

(From "The Trade Marks Journal," March 6, 1935.)

- "TUFTOFEN"; for chemicals (2). By Dundee Sand & Lighterage Co., Ltd., 21 Dock Street, Dundee. 556,272.
- "SOLTOSAN"; for chemicals (2). By Bayer Products, Ltd., 31-34 Basinghall Street, London, E.C.2. 556,846.
- "SIUN" with half-length figure of soldier; for medicinal tablets, pastilles and lozenges (3). By S. P. O'Connor, 12 Lower Regent Street, London, S.W.1. 557,087.
- "GARDENAL SODIUM"; for sodium salts of phenobarbital (3). "BIARSAMIDE"; for medicinal chemicals (3). By May & Baker, Ltd., 42-43 St. Paul's Churchyard, London, E.C.4. 555,381 (Associated); 557,098.
- "GREENOSAN"; for tonic medicines (3). By Greenosan, Ltd., Braiswick Farm, Mile End, Colchester. 557,214.
- "CHILPAINT"; for a preparation for chilblains packed in tubes (3). By Arthur H. Cox & Co., Ltd., 93 Lewes Road, Brighton. 557,255.
- "REBOSAL"; for medicinal saline preparations (3). By Cerebos, Ltd., Victoria Road, Willcsden, N.W.10. 557,433. (Associated.)
- "BENZEDFINE"; for surgical instruments, etc. (11). By Smith, Kline & French Laboratories, 105-115 North Fifth Street, Philadelphia, Pa., U.S.A. 557,211.
- "SWIZZETS"; for tablets for making beverages (42). By Swizzels, Ltd., Drivers Avenue, High Street, London, E.13. 556,803.
- "ZORBIT"; for a liquid for removing stains from fabrics (47). By Forrest & Co., 138 Earnsdale Road, Darwen. 556,905.
- "DANS UN JARDIN"; for perfumery, etc. (48). By Grenoville, 108-110 Avenue Péreire, Asnières, France. 554,067.
- "NILE DREAM"; for perfumery, etc. (48). By Egypt Luxury Products, 21 Rue Port Est, Alexandria, Egypt. 557,240.
- "DENCALIX"; for dentifrices (48). By W. A. Herbert, 70 High Street, Staines. 557,362.

### APPLICATION AMENDMENT

According to "The Trade Marks Journal" of December 26, 1934, the specification for "LISSAGRAL" in Class 2, No. 554,678, by British Dyestuffs Corporation, Ltd., has been amended to exclude fertilisers.

## Coming Events

### Monday, March 18

*Photographic Dealers' Association, Liverpool Branch, Adelphi Hotel, at 8 p.m. Annual meeting.*

### Tuesday, March 19

*Pharmaceutical Society of Great Britain, Birmingham and District Branch, Scientific Section, Imperial Hotel, Temple Street, at 8.30 p.m. Professor R. H. Hopkins on "Beer and the Materials Required to Produce It."*

*West Middlesex Chemists' Association, Eden's Restaurant, High Street, Ealing, at 8.30 p.m. Mr. H. E. Chapman (secretary of the P.A.T.A.) on "Changed Conditions of Pharmacy."*

### Wednesday, March 20

*Guild of Public Pharmacists, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Members' night. Papers by Dr. J. Coutts, Mr. F. J. Dyer and Mr. W. A. Woodard.*

*Pharmaceutical Society of Great Britain, Exeter and District Branch, Imperial Hotel, Exeter, at 7.30 p.m. to 1 a.m. Dance, tickets, 7s. 6d. each, 14s. double.*

*Pharmaceutical Society of Great Britain, Portsmouth and District Branch, Examination Hall, Municipal College, Portsmouth, at 3 p.m. Dr. J. Stanley White (Parke, Davis & Co.) on "Recent Advances in Endocrinology."*

*Photographic Dealers' Association, South-East London Branch. "Say it with Flowers" evening.*

*South-West London Chemists' Association, Ardington Rooms, Clapham Junction, London, S.W.11, from 7 p.m. until midnight. Dance.*

### Thursday, March 21

*Hull Chemists' Association and Hull Branch of the Pharmaceutical Society, Powolny's Restaurant. Annual whist drive.*

*North-East and East London Pharmaceutical Association, St. John's Institute, Urswick Road, Hackney, at 3 p.m. Business topics.*

*Pharmaceutical Society of Great Britain, Blackpool Branch, Queen's Hydro, at 8 p.m. Annual general meeting.*

*Pharmaceutical Society of Great Britain, Manchester, Salford and District Branch, Victoria Hotel, at 8.30 p.m. Annual smoking concert in aid of the Society's Benevolent Fund.*

*Reigate, Redhill and District Pharmacists' Association and Branch of the Pharmaceutical Society, Warwick Hotel, Redhill, at 8.15 p.m. Address by Mr. E. T. Neathercoat, C.B.E. (treasurer of the Pharmaceutical Society). Supper will be served at 3s. 6d. per head.*

*Western (London) Pharmacists' Association and West London Branch of the Pharmaceutical Society, Criterion Restaurant, Piccadilly Circus, from 7.30 p.m. to 2 a.m. Supper and dance. Tickets, 8s. 6d. each.*

### Friday, March 22

*Pharmaceutical Society of Great Britain, North British Branch, 36 York Place, Edinburgh, at 8 p.m. Fifth evening meeting. (1) "Some New Problems in the Storage of Drugs," by J. E. Bowen, B.Sc., Ph.C., A.I.C.; (2) "Laboratory Notes on (a) Aloin, (b) Atropine, (c) Barbitone, (d) Salicin, (e) Stramonium, and (f) The Symbols used by Prescribers," by D. B. Dott, Ph.C., F.I.C., F.R.S.E.; (3) "Note on Mercury Pill, B.P., 1932," by Peter Boa, Ph.C.*

**COPPER SULPHATE FOR CRAMP.**—Writing to "The British Medical Journal" (3869, 455), Dr. G. A. Ferraby recommends small doses of copper sulphate for nocturnal attacks of cramp. Latterly he has used tablets each containing  $\frac{1}{8}$  gr. or  $\frac{1}{16}$  gr. Previously he gave:—Cupri sulph., gr. vi.; acid. sulph. dil., m x.; aq., ad. 3 viij. Sig.; 5j. t.d.s. ex aqua; with instructions to suspend treatment after a few nights' immunity occurred. During an attack forcible extension of the contracted muscle stops the spasm. Extension must be maintained a short time, and the muscle left flaccid a little longer, to prevent recurrence.



Telegrams :  
"Atoleine  
Sodist,"  
London."



Telephone :  
Lermondsey  
1141

*John Bell, Hills & Lucas Ltd.*  
**TRIAD BRAND**  
EXTRACT OF MALT & COD LIVER OIL  
with CHERRY PARRISH'S FOOD

Send for Sample & Prices  
Oxford Works, Tower Bridge Road, London, S.E.1

## "VAREEN" LIQUID NAIL POLISH



### Favourite Colours :

Natural, Rose,  
Deep Rose,  
Pale Coral,  
Coral, Lake Red,  
Red, Dark Red,  
Pearl, Rose Pearl,  
White, Orange,  
Etc.

### NAIL POLISH

1/- size, 7/6 doz.  
1/6 " 10/6 "  
2/6 " 16/- "

### POLISH REMOVER

1/- size, 7/6 doz.  
1/6 " 10/6 "

### CUTICLE CREAM

1/- size, 7/6 doz.  
1/6 " 10/6 "

### "VAREEN" NAIL WHITE PENCIL

which is also an effective Cuticle Remover  
1/- size, 7/6 doz.

(FROM YOUR WHOLESALE)

Attractive Shade Card showing 12 popular  
colours will be sent on receipt of slip label by  
VAREEN LTD., 86 PORTOBELLO RD., LONDON, W.11

## C. & D. Stock-Taking Sheets

Halve the Labour of Taking Stock.

Price of Complete Pad, 2/6 post free.

The Chemist & Druggist, 28 Essex St., London, W.C.2.  
Publications Dept.

**Felsol** (Regd.)  
for  
**Asthma**

Continuous Propaganda conducted  
with the Medical Profession.

P.A.T.A. terms upon request.

**BRITISH FELSOL COMPANY, LTD.**  
15, CAROLINE STREET, LONDON, W.C.1

## ORANGE WINE SHERRY

ORANGE QUININE WINE

**JAS. BURROUGH LTD.** 1 CALE DISTILLERY,  
LAMBETH, S.E.11.  
ESTABLISHED 1820

# Wyleys

## COVENTRY BISMUTH AND MAGNESIA TROPELS

(Registered)

Containing Bismuth, Magnesia, Pepsin, Bicarbonate of Soda  
and Peppermint. 7 lbs., 2/9 per lb.; 14 lbs., 2/8 per lb.; 28 lbs.,  
2/7 per lb.; 1 cwt., 2/6 per lb.

Envelopes and cartons free with all orders.  
Handsome coloured showcards on application.

## C. M. X. ANTISEPTIC

Chloro-Meta-Xylenol in a Saponaceous Solution of Essential Oils.  
A Potent non-toxic non-irritant and stainless germicide.  
Possesses a high bactericidal value and is employed for obstetrical  
and surgical purposes, also for use as a general disinfectant.  
Retail Price: 4oz. bottle 1/-; Winchester (1/2 gall.) 7/6; Gall.  
Can 12/6; Wholesale Price: 4oz. 7/- per doz.; Winchester  
60/- per doz.; Cans 102/- per doz.  
"Therapeutic Suggestions" is helpful in prescribing, this  
Brochure and full List of Drugs sent on request.

ESTABLISHED 1750

## "The Chemist and Druggist" COMPACT LIBRARY

### THE PHOTOGRAPHIC CHEMIST

This is a concise guide to chemists commencing and  
carrying on a photographic department. Price 3s. 6d.  
net, by post 3s. 8d.

### THE ART OF DISPENSING

The tenth edition of this well-known work is now  
ready. The book has been thoroughly revised and  
considerably improved, while maintaining the features  
which have made it so popular with several generations  
of students. It is kept by chemists in the dispensary  
for ready reference in cases of difficulties arising in the  
course of the day's work. Price 8s. net, by post 8s. 6d.

### DISEASES AND REMEDIES

Now in its sixth edition (March, 1931). It has been  
carefully revised by an experienced medical prac-  
titioner and parts of the book have been rewritten.  
Price 5s. net, by post 5s. 3d.

Published by "The Chemist and Druggist"

28 Essex Street, LONDON, W.C.2

Branch Offices: Manchester and Sheffield, England,  
Glasgow, Scotland. Melbourne and Sydney  
Australia. Auckland, New Zealand.

## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-  
hand suppliers of the undermentioned articles will be appreciated.

|   |  |
|---|--|
| S/12. Creo-carboline                                      | E/12. Golden Maltex tablets                                      |
| E/12. Davis's Kitolax                                     | L/14. Ichthyopaste   |
| B/12. Highland Pine cream<br>for catarrh                  | M/13. Mixed inhalant solu-<br>tion for injection (for<br>asthma) |
| L/43. H.T.H. chemical com-<br>pound used in dairy<br>work | B/12. Sanderson's cold cream                                     |
|   | E/12. Sloman's soap  |



# THE CHEMIST AND DRUGGIST

VOL. CXXII.

March 16, 1935

NO. 2875

## A Noteworthy Judgment

THE judgment given in the Dublin Circuit Court in the income-tax case reported in our issue of February 2 (p. 120) is of wide significance. Decisions of Irish Courts are not, of course, binding in the Courts of Great Britain; but there is and always has been mutual respect for the decisions of the several Courts of Appeal in England, Scotland, Northern Ireland and the Irish Free State, and the decisions of each are as a rule regarded as precedents to be considered by the others. That is why the recent judgment in the appeal of the Pharmaceutical Society of Ireland against its income-tax assessment as considered by the Special Commissioners was, and is, of some importance on this side of St. George's Channel. The appeal of the Society was against assessments made in respect of investments on property, fees received for examinations, and fees received from the Society's schools; and the judge (who occupies the position in the Irish Free State corresponding with that of a High Court judge in London who hears appeals from Special Commissioners) reviewed the whole position of the Pharmaceutical Society of Ireland.

## An Analogy

Although in some respects the position is different in the Irish Free State, there is not a little in the judgment of Judge Kelly that may well be reflected upon by those responsible for the doings of the Pharmaceutical Society of Great Britain. The decision of the Irish judge that the income derived from the conduct of the Irish Society's school for the preparation of candidates for examination is income "derived from the carrying on of a trade" within the meaning of the appropriate statute serves to direct attention to the increasing extent to which the Pharmaceutical Society of Great Britain has become, and is still becoming, a trading concern, whose income is being applied less and less to the purely "charitable" purposes (in the wide sense) which are the basis of its Charter.

## A Composite Payment

So far as our memory serves, the Pharmaceutical Society of Great Britain, in accordance with the custom obtaining in matters of this kind, has an arrangement with the income-tax authorities for assessment of a composite payment to be made in respect of its annual "profits." It would be interesting to know whether any recent changes have been made in this assessment, and, generally, what is the position of the Society as regarded by the Income Tax Commissioners. The very large sum which is now being extracted by means of a compulsory levy upon members of the Society is not, let us hope, being expended in whole or in part upon meeting claims in respect of the numerous trading

adventures of Bloomsbury Square—adventures which are, it is thought by many members the real reason for the building scheme or schemes obsessing the minds of the majority of the Council. So long as the policy of obscurantism in regard to its annual balance sheets (including its trading accounts) prevails, it is only possible to surmise upon the situation; but there is grave dissatisfaction abroad, and we cannot help thinking that unless that dissatisfaction is wisely and unhesitatingly met, there may be serious trouble.

## A Financial Question

THE discussion on the premises fee under the Pharmacy and Poisons Act, 1933, at the March Council meeting of the Pharmaceutical Society (*C. & D.*, March 9, p. 297) has served to settle that none of the money will be turned into channels for which it was never intended. That is so much to the good; but another financial question remains which arises out of compulsory membership. Various contributors to our columns have pointed out the unfairness of fixing one compulsory retention fee irrespective of necessary requirements. Quite apart from pharmacists abroad, assistants, and those in retirement, there are hundreds of others to whom the Register is only a record that they have obtained a pharmaceutical qualification; and all these are struck off unless they pay the compulsory retention fee of 31s. 6d. In the old days thousands paid this voluntarily, but now the outlook is changed. The same principle applies to all who are practising their calling. So much extra money has come into the coffers of the Society that it is not surprising to hear many pharmacists ask why they should be compelled to build up a huge surplus each year, and for what purpose. Until the end of 1920 there was a ten-guinea life membership and a one-guinea annual subscription. In 1919 we find, from our records, the total income of the Society was £29,000; in 1920 it had risen to £50,000, mainly through examination fees; since then it has slowly increased to £68,000 in 1933, and though 1934 figures are not yet available we understand it reaches £100,000. That sum represents too high a basic fee as a contribution from such a profession as pharmacy. About £25,000 from compulsory fees *plus* all other sources should be sufficient for administrative purposes, and members ought to work for a restoration of the guinea annual subscription. Compulsory membership retention fees should not in any circumstances be used for subsidising educational or commercial undertakings.

## "Hymn of Breaking Strain"

WE are unable to recall any case of a technical paper being the first to publish verses by a famous poet, and desire to congratulate our contemporary "The Engineer" on its good fortune and enterprise in printing in this week's issue a new poem by Mr. Rudyard Kipling. The poem, which is given as a page supplement on special paper, is entitled "Hymn of Breaking Strain," and its burden is that engineers must bear the blame when the materials they employ fail.

"So, when the faulty girder  
Lays down the grinding span,  
The blame of loss, or murder,  
Is laid upon the man.  
Not on the Stuff—the Man!"

The whole poem, with its appropriate hymn-like ending, is characteristically Kipling, and will be valued by his admirers. Whilst it is addressed particularly to engineers, it touches so nearly upon the human side of things that we are confident chemists will appreciate it as much for its sentiment and its literary value as engineers themselves.



# A Codex Discussion at Edinburgh

THE fourth meeting of the winter session of the North British Branch of the Pharmaceutical Society, adjourned from February 15 (*C. & D.*, February 23, 1935, p. 234), was resumed at 36 York Place, Edinburgh, on March 8, Mr. David Harley (chairman of the Executive) presiding.

DR. TAIT resumed the discussion, dealing chiefly with the advantages offered by the Codex to medical practitioners. Speaking of the mixtures, he pointed out that the dosage of  $\frac{1}{2}$  to 1 ounce was perhaps advantageous to the pharmacist, but to the medical practitioner and the public it seemed rather a heavy dosage. That point, however, could be adjusted.

MR. JOHN GILMOUR said in a new edition of the Codex they might have some direction in regard to excessive or unusual doses. Liniment of ammonia in the B.P., 1914, was omitted in the 1932 volume. A liniment of ammonia was now included in the B.P.C., but the basis was not a vegetable oil, but oleic acid and liquid paraffin. He wondered if the action of the new preparation would be similar to the former, and whether this might not lead to some confusion. Then there was tincture of ignatia with a dosage less than tincture of nux vomica, but there was no indication of the strychnine content. They ought to have such preparations standardised. They had an alkaline solution of arsenic with the formula of the old Fowler's solution of the 1914 B.P. In the 1932 B.P. they had a neutral solution of arsenic with the synonym "Fowler's solution." This was unfortunate, and in his district had already given rise to serious confusion. An important point to him as a practising pharmacist was the fact that weights and measures were given both in the metric and in the imperial systems. The equivalents had been worked out with meticulous care, but the result was rather disconcerting. For example, in concentrated decoction of aloes the formula was for one pint; they had the quantity of cardamoms  $131\frac{1}{4}$  gr.; elixir diamorphine and terpene, quantity of terpene was  $43\frac{3}{4}$  gr.; glycerin of diamorphine, chloroform 19 minims and alcohol 38 minims; aromatic elixir  $\frac{2}{3}$  minim of anise oil;  $43\frac{3}{4}$  gr. of clove and compound infusion of orange. These impracticable quantities might be adjusted by trituration, but that would be a waste of time and material. Then they had linctus of codeine with glycerin 3 oz. 144 minims in a pint, and strong injection of mercury with 1 oz.  $131\frac{1}{4}$  gr. of wool fat. In practice one would naturally work to the nearest whole number. Why could the formula not be adjusted to save all this trouble? It was bad, in the training of apprentices, to have to suggest that the formula be not strictly followed.

DR. PRIESTMAN said no details were given as to the preparation of caffeine from tea, as was done in the 1923 Codex. A process was given for the preparation of theobromine from cocoa husk, while theophylline was said to be an isomeride of theobromine with which it was associated in small quantities in tea. The Codex proceeded to say it might be isolated from the mother liquors obtained in the separation of theobromine from tea. This seemed to be an inconsistency. Another point was that there were fifteen calcium salts mentioned and figures given in several cases for solubility. The definite solubilities might have been given, and it seemed as if the whole series required stating with greater accuracy. In regard to vegetable oils, he thought the statement as to the constitution of oil of theobroma was much too vague. With regard to castor oil, he would suggest that the high acetyl value, about 1 in 150, should be included in the standard tests. The only other oil which approached it was rape oil.

MR. McCALLUM said potassium and sodium hydroxides were ordered to be stored in well-closed containers, while there was no such direction in regard to zinc chloride, probably one of the most hygroscopic substances. Zinc and castor oil ointment and zinc and castor oil ointment with benzoin were very thin, and could be better included among the creams. He noticed that there were again practically two A.B.C. liniments in the Codex, liniment of aconite with oil and compound aconite paint, which might cause confusion.

MR. BEATTIE said elixir of phenobarbitone contained 0.5 per cent. and elixir of ephedrine contained 0.46 per cent. The former gave 11/40 gr. in each drachm, whereas the latter gave  $\frac{1}{4}$  gr. to each drachm. In the monograph on tannic acid, it was stated that a warm, freshly prepared 2-per-cent. solution

of tannic acid was used in the treatment of burns. He thought that must be an error, as Dr. Wilson (who had investigated this matter) recommended 2.5 per cent. Magnesium sulphate paste used in the treatment of boils was called Morison's paste. Dr. Morison of Newcastle recommended a preparation with 5 per cent. phenol, but the B.P.C. gives the amount as 0.5 per cent. If the mixture of magnesium hydroxide and liquid paraffin was made in a homogenising machine or alternatively by triturating acacia powder with the liquid paraffin, it gave a very different result. It would be better to shake the mixture of magnesium hydroxide and liquid paraffin together. The addition of vanillin was undesirable. A mixture without flavour was less likely to cause a feeling of sickness on the part of a patient. The various dyes introduced were first welcomed as superior to such things as cochineal. He referred to azorubrum or Bordeaux B. These dyes were very apt to change colour and fade. Pepsin and bismuth mixture and compound glycerin of thymol, when exposed to light, quickly lost their colour. Compound digitalis pills had as synonyms Guy's pills and Niemeyer's pills. The formula differed materially from that given by Martindale. There was need for clearing up the position. Tincture of lemon was used as a flavouring agent in elixir of ephedrine hydrochloride. From the point of view of economy that was a mistake, because no rebate was given on the alcohol used for tincture of lemon.

MR. SROUT said azorubrum did not give the same depth of colour as was got with cochineal. He doubted whether the elixir of phenobarbitone was the best preparation. Phenobarbitone was insoluble in water, and they used 50 per cent. alcohol to dissolve it. By using a soluble salt of phenobarbitone diluted glycerin might do as well. The preparation was also loaded with essential oils, and it was directed to filter the liquid through purified talc or kaolin. When made during winter it filtered perfectly bright, but next day if the temperature fell it became cloudy. In the filtration the percentage of alcohol might be diminished with the result of a further quantity of essential oil being thrown out.

MR. A. B. GILMOUR drew attention to the confusion which may arise when mist. alb. is prescribed. There are mist. alb., B.P.C. 1923, mist. alb., B.P.C. 1934, which was twice the strength of the 1923 preparation, and mist. alb., N.H.I. National Formulary. Other examples were quoted. He expressed surprise that pessaries of the lactic acid bacillus were not included. These were very extensively used.

MR. M. V. HUNTER said many preparations appeared to be needlessly overloaded with ingredients having the same therapeutic action. A pronounced example was antiperiodic tincture. Another example was compound syrup of glycerophosphates and syrup of glycerophosphates with formates. By the omission of these apparently unnecessary ingredients the formula would be simplified and a great deal of needless labour avoided. The addition of potassium citrate was a new source of trouble. Potassium citrate reacted with calcium glycerophosphate, resulting in an unsightly deposit of calcium citrate. Owing to the reaction it could not be present in the finished product, and it reduced the calcium content of the syrup. Hydrobromic acid was now stated to contain 34.5 per cent. of hydrogen bromide. They were familiar with hydrobromic acid containing 30 per cent. and 40 per cent., but why this figure of 34.5 per cent. had been introduced he was at a loss to know.

DR. LIPETZ said he was surprised to notice that a liver extract preparation for subcutaneous injection was not included in the Codex.

MR. PERRINS said with regard to the solubility in water of chlorbutol, now stated to be 1 in 125 (as in the B.P.), he took exception to that figure. On one page alcohol was defined as being 95 per cent. and on another it was said to be 90 per cent. He thought in the latter case the name should be rectified spirit. Under "Abrus" it was stated that abrine, the active principle, resembled snake venom in its action. Snake venom was now included in the B.P.C. For injection of morphine they now used the morphine hydrochloride, and he wondered why they should have changed from the well-recognised morphine tartrate.

MR. BEATTIE said, in regard to Morison's paste, Dr. Morison recommended the addition of 5 per cent. of phenol as an



analgesic but mentioned that it could be omitted. He thought the B.P.C. might well have omitted it altogether.

MR. RUTHERFORD HILL drew attention to certain bandages, such as crêpe bandage, elastic adhesive bandage, zinc paste bandage and jaconet. Hitherto they had understood that these bandages conformed to the B.P.C. standards when supplied either white or tinted pink or flesh-coloured. It had been definitely stated that the 1934 B.P.C. standards applied only to white bandages. There were cases in which the patient desired to have the coloured appliance, and to get over this difficulty the Department of Health for Scotland in the Drug Tariff under "Standards" said that while the B.P.C. standard must be complied with there were certain appliances in regard to which it might be coloured with a suitable dye.

DR. ORR said in regard to unusual doses a good plan was to indicate on the prescription that the prescriber was intentionally prescribing a large dose. For liniment of ammonia he thought that with liquid paraffin as the basis the preparation would be more active than with a vegetable oil. In the latter case the ammonia made a soap with the oil, which diminished its activity. In regard to Fowler's solution, he really thought the old practice of two preparations, an alkaline and an acid one, was better than the modern attempt to have a neutral solution. In regard to luminal, he really thought it was best prescribed in powder form, and by the addition of sodium bicarbonate they might render it soluble.

On the motion of PROFESSOR BARGER, a vote of thanks was accorded to Dr. Tait for opening the resumed discussion.

## Disinfection and Its Fallacies

THE fifth London evening meeting of the Pharmaceutical Society's winter session was held at 17 Bloomsbury Square, W.C.1, on March 12, Mr. E. Saville Peck (vice-president) in the chair. An illuminating address on "Some Fallacies and Dangers in Attempted Chemical Disinfection" was given by Dr. L. P. Garrod, of St. Bartholomew's Hospital, Reader in Bacteriology to the University of London. The meeting was very well attended, several latecomers having to stand. Those present included Mr. and Mrs. Herbert Skinner; Mr. F. G. Wells; Mr. A. R. Melhuish; Professor Burn; Mr. H. Berry; Dr. Dyer; Mr. C. E. Corfield; Mr. Frank Browne; Mr. H. Treves Brown; Mr. T. Wallis; Mr. W. B. Falding; Mr. G. A. Tocher.

THE VICE-PRESIDENT expressed his pleasure at the large attendance, which, he said, maintained the reputation for large meetings which had held throughout the session. Welcoming Dr. Garrod, Mr. Peck said the subject of bacteriology was one of increasing interest to pharmacists. This was due, in the main, to two causes—first, the increasing use of bacteriological preparations in the treatment and prevention of disease, and secondly, the increasing use of injections as a means of administering drugs, and the consequent necessity that the material injected was in a sterile condition. Side by side with this development there was an earlier question which should not be overlooked by pharmacists but which might be given more attention than was perhaps the case in the past. That was the question of general disinfection, and particularly disinfection by chemical means. "The pharmacist should be in possession of the most up-to-date information on this aspect of bacteriology," added Mr. Peck, "and he should be in a position to assess the merits of the large number of substances and preparations for which disinfectant properties are claimed. Further, he should understand the difficulties which surround the successful use of this type of disinfectant."

### Dr. Garrod's Lecture

Although Dr. Garrod's lecture was largely of a technical nature, it included many frank remarks, especially concerning the properties claimed for certain well-known disinfectants by their manufacturers. In less than an hour he concluded his address, and was afterwards questioned on many of his findings and asked for his opinion by several members of the audience. Dr. Garrod discussed his subject under seven headings:—

- (1) The use of reagents that are either not disinfectants at all, or too weak.
- (2) Incorporation of disinfectants in unsuitable vehicles.
- (3) Failure of disinfectants to reach the site where action is desired.
- (4) Inactivity of disinfectants due to organic matter.
- (5) Undue toxicity of disinfectants.
- (6) Existence of highly resistant types of bacteria.
- (7) Danger of stimulating bacterial growth by the action of very weak solutions.

During his address Dr. Garrod gave detailed descriptions of a large number of experiments he had himself carried out, and these were illustrated by lantern slides. Dr. Garrod remarked that in these days, when, by advertisement and other means, we

were so frequently told of the merits of certain things, it would do no harm to hear about some of their disadvantages. The subject of chemical disinfection was, in the lecturer's opinion, one about which not nearly enough was known, especially when one considered how many disinfectants there were and how many bacteria they were expected to destroy. The trouble was that the subject had not been taken very seriously by many people. Disinfectants were often used by persons who had only the vaguest and most slender knowledge of their properties and abilities. Again, it was difficult to engage attention with experimental data, because many were apt to regard experimental work as apart from practical use of disinfectants.

Dr. Garrod then went on to consider in detail the claims of various disinfectants, claims which, according to his findings, were not justified. He also suggested that the claims of manufacturers should be more carefully considered before they were accepted. Many people, he said, were under the impression that disinfectants should be administered even when there was no real necessity for them, thinking that even if they did no good, they would do no harm. They were mistaken, for certain weak solutions of disinfectant had been shown to stimulate bacterial growth instead of to destroy it. The lecturer described experiments in which he had observed this phenomena, and referred to the suggestion that the reason people sometimes suffered with boils after disinfectants had been administered to them was because bacteria present in their bodies had been stimulated.

### Discussion and Vote of Thanks

Thanking Dr. Garrod, THE VICE-PRESIDENT spoke of the frank way in which the address had been given.

Questions were asked by Mr. A. Sciver, B.Sc., Mr. Berry, Mr. Headfield and Mr. McLaughlin, and these were answered in detail by Dr. Garrod.

Proposing a vote of thanks to Dr. Garrod, MR. BERRY said he had given the address in a very easy and frank manner. Even though the time at his disposal had been brief, the doctor had covered a great deal of his subject and made his address of direct interest to pharmacists. "We shall not lightly forget this lecture," added Mr. Berry.

Seconding the vote, MR. DAVIS wondered if Dr. Garrod would answer a question which had been put concerning certain members of the audience: If a man had a boil on his neck, was it a sign that he was wearing an iodine locket? (Loud laughter.)

DR. GARROD briefly replied.

CEVITAMIC ACID.—In a recent issue of "The Journal of the American Medical Association" (104, 2, 121) it is stated that the Council of the Association has adopted the term "cevitamic acid" as a non-proprietary designation for crystalline vitamin C (ascorbic acid). [Corrected note.]

THE death is announced of Mr. Gilbert A. Foan, secretary to the Hairdressers' Parliamentary Committee, Ltd., and registrar of the Hairdressers' Registration Council. To the cosmetic industry Mr. Foan was known as collaborator with Mr. H. S. Redgrove, B.Sc., F.I.C., in the authorship of "Paint, Powder and Patches," and "Hair-dyes and Hair-dyeing: Chemistry and Technique."



# The Codex: From a Perfumery Point of View

By Ernest J. Parry, B.Sc., F.I.C.

THE British Pharmaceutical Codex has stepped—wisely or unwisely—over the border line which separates pharmacy and perfumery. The following remarks are confined to the essential oils dealt with in this authority, the majority of them being directed to essential oils used in the perfume industry. It would be well if a little more care were taken when highly scientific nomenclature is attempted, and such misprinting as, for example,  $\Delta$ -3-carene on p. 746 avoided. Incidentally, on this page the statement that the residue on rapid evaporation in a flat dish on a water bath is not more than 0.5 per cent. is, of course, reproduced from the British Pharmacopœia, which authority uses the same meaningless expression in describing the characters of oil of nutmeg. I have taken a sample of oil of nutmeg and evaporated it on the same water bath for the same time and obtained results by using dishes of different dimensions so that you could “pay your money and take your choice” as to whether the oil corresponded with the requirements of the British Pharmacopœia or not. But at least the Pharmacopœia does give the amount to be evaporated, a figure which the Codex does not reproduce.

## What is Rapid Evaporation?

Now the measurements of the dish—diameter and height of the side—are a definite function of the rate of evaporation. Personally, I am, in my ignorance, utterly unable to decide whether many samples of oil of nutmeg are or are not “B.P.” What is “rapid evaporation”? It is obviously meant to avoid oxidation of the non-volatile residue with consequent gain in weight, but such so-called standards without precise details are quite valueless. But as the Codex has merely adopted B.P. standards for the essential oils, when they exist, without independent criticism of the same, one must accept them as a mere echo. Are resin acids to be considered normal constituents of turpentine, and would it not be better to term them rosin acids? Resins is a generic term whereas rosin is understood to mean colophony. The flash point of turpentine is given—but not one of the many methods for determining this is indicated. Three samples of Cologne spirit were submitted to me for examination a week ago. As a matter of curiosity I looked at the Codex to see whether it had erected any standards of purity for this form of alcohol. To my astonishment I found that they had pilfered this well-known name “Spiritus Coloniensis, B.P.C.—Cologne Spirit—Syn., Aqua Coloniensis,” and applied it to eau-de-Cologne.

It is difficult to appreciate the mentality of a work which purports (1) to pervert a well-known name to another use; (2) to dog-Latinise the name when no one who is the most remotely connected with, or interested in, the article in question wants, or ever will use, such a stupid name for it; (3) with the net result of offering at p. 1423 a formula for eau-de-Cologne. Which also makes one amusedly wonder why the Codex purports to Latinise the raw materials of perfumery with which it gets into contact. Is there anyone who is even remotely connected with perfumery who will, in the course of his natural life, ask for or refer to, or see referred to, alcohol phenylæthylcum or hydroxycitronellalum?

If one looks at the monograph on oil of bitter almond (p. 684), it is to be observed that it is stated almonds and peach and apricot kernels yield an essential oil, which is substantially identical in all three cases; but is this quite a justification for saying that “oil of bitter almond is obtained from the seeds of the apricot and peach”? Benzaldehyde is specifically referred to separately. But when one turns to essential oil of mustard we find the statement: “Volatile oil of mustard may be prepared synthetically or obtained by distillation from the dried, ripe seeds of black mustard.” This is, of course, an inaccurate statement from a scientific point of view. Even more so is it to say of oil of sweet birch that “oil of sweet birch was formerly obtained by distillation from the leaves of *Gaultheria procumbens*”!

Otto of Rose

The expensive otto of rose, under which the ratio of the citronellol to geraniol is very properly indicated, contains one remarkable inaccuracy: “The chief adulterants of oil of rose are geraniol, citronellol and phenyl-ethyl alcohol, all of which lower the melting point and raise the specific gravity.” The specific gravity of otto of rose is given as 0.852 to 0.862 at 30°, while that of citronellol, which, being interpreted, is citronellol, is given on p. 700 as about 0.860, which is at 15.5°, so that, correcting this to 30°, it becomes about 0.850; and it is obvious that citronellol lowers and not raises the specific gravity of otto of rose.

Is it correct to restrict the Australian sandalwood oil to only one tree, *Eucarya spicata*? Is it not a fact that the commercial oil contains not only alcohols isomeric with santalol, but also a certain amount of true santalol? Is there any real point in attempting to set up a B.P.C. standard for lead in cassia oil because the British Pharmacopœia has set one up for aniseed oil? Perfumers do not care whether the oil does or does not take up traces of lead from the containers, which, so long as it is imported in leads it always will do. Many commercial cassia oils contain far more than 20 parts of lead per million. *Cui malo*? Nor will the traders in cassia oil cease to use the established method for estimating the aldehyde because the B.P.C. sets up the B.P. method used for cinnamon oil. The same consideration also applies to the lemongrass oil of commerce. Under citronella oil only the total acetylisable constituents are dealt with by an assay process. But most of the Java citronella oils are, in fact, examined by the analyst from the manufacturer's point of view, and he determines the citronellal as well. A method for this should have been given, especially as one exists which has been approved by the special committee set up by the Society of Public Analysts, etc., for the standardisation of methods of analysis of essential oils.

## Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed “Corner for Students, ‘The Chemist and Druggist,’ 28 Essex Street, London, W.C.2.”

### Report on the February Analytical Exercise

#### PRIZES

The First Prize for the best analysis has been awarded to:—

RALPH PEARSON, 4 Ulverston Avenue, Withington, Manchester.

The Second Prize has been awarded to:—

ALFRED SUTCLIFFE, 16 Albert Street, Hebden Bridge, Yorks.

*First Prize.*—Any scientific book that is published at a price not greatly exceeding fifteen shillings may be taken as a first prize.

*Second Prize.*—Any scientific book which is sold for about seven shillings and sixpence may be taken as a second prize.

The students to whom prizes are awarded are requested to write at once to the publisher, naming the book or books they select.

#### MARKS AWARDED FOR ANALYSES

##### 1. Correspondents who have not passed in Chemistry:—

|                              |    |                   |    |
|------------------------------|----|-------------------|----|
| R. Pearson (1st Prize) ...   | 98 | Columbus ...      | 62 |
| A. Sutcliffe (2nd Prize) ... | 72 | Poppy ...         | 57 |
| Nemesis ...                  | 70 | Venator ...       | 55 |
| W. A. S. ...                 | 70 | Absente Febri ... | 55 |
| F. G. S. ...                 | 70 | J. Cochrane ...   | 44 |
| Imperitus ...                | 63 |                   |    |

##### 2. Correspondents who have passed in Chemistry:—

|                        |    |                |    |
|------------------------|----|----------------|----|
| Tartar ...             | 96 | Benzoin ...    | 69 |
| Arzneibereiter ...     | 92 | Aspirant ...   | 60 |
| William III ...        | 82 | 1912 ...       | 56 |
| Rhenium ...            | 73 | V. J. Rose ... | 32 |
| Est Satis Meruisse ... | 72 |                |    |

(To be continued)



# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values.

## 28 Essex Street, W.C.2, March 14

THE volume of business being transacted continues fairly satisfactory, although some of the leading markets dealing in natural products are still sluggish. Sterling exchange rates have improved a little on the week; the full effect of the big decline in the international value of the £ is now being felt in the new and higher values now being quoted from the Continent for a whole range of pharmaceutical chemicals, but there would no doubt be spot holders willing to sell at under these new figures. The general tone in these products, however, is distinctly firmer. The main items now quoted dearer are BARBITONE and METHYL SULPHONAL; PHENAZONE and AMIDOPYRIN, for which at the moment only export prices are to hand, GUAIACOL CARBONATE, GUAIACOL, LIQUID and CRYSTALS, POTASSIUM SULPHOGUAIACOLATE, CAFFEINE, THEOBROMINE, PIPERAZINE and SULPHONAL. SALOL prices are also dearer. We again point out that BROMIDES should be noted as a strong market. SALICYLATES are steady and in fair demand. The position of ASPIRIN, powder and tablets, may be of interest. In the crude drugs markets business has been mostly directed towards the products of secondary importance. CAPE and CURAÇAO ALOES are firm and have sold fairly well on spot. AGAR is firm and short on spot and sparingly offered for shipment. NORWEGIAN COD-LIVER OIL tends firmer, due to poor fishing results. Good sales of COLOCYNTH, pulp and whole apples, are reported. SUDAN GUM ACACIA is steadily held at the recent big advance. MENTHOL shows no improvement; there has been some speculative business in distant shipment positions. CAMPHOR is slightly dearer for shipment. Stocks of TRAGACANTH continue to decline; business in all grades except textiles has been good this week and values are dearer. The spot values of BEES' WAX are quoted slightly higher. CARNAUBA WAX has been receiving attention; spot values are dearer and shipment quotations, particularly for fatty grey and chalky grey, are again at a sharp advance. A report of the drug auction appears on p. 342. Business in essential oils has been fairly well sustained and the general level of values is fully up to recent improved figures. ANISE (STAR) is firm on spot and is well under the high rates quoted for shipment, but it is difficult to get firm offers from the source. BERGAMOT is holding up well. CEYLON CITRONELLA shows an improvement in value; the Java oil is dull. BOURBON GERANIUM is quoted dearer forward. Sicilian hand-pressed LEMON continues to be the active and strong feature of this market. LEMONGRASS is neglected and offered cheaply for shipment. MANDARIN is rather dearer. Sicilian sweet ORANGE, owing to lack of offers, is practically nominal for shipment; the Californian oil is dearer on exchange. JAPANESE PEPPERMINT shows no sign of recovery, but business has been moving in the distant shipment positions. WORMSEED has been selling at a slight increase on spot.

## Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

| Centre         | Quoted      | Par     | March 14 | Value of the £ |
|----------------|-------------|---------|----------|----------------|
| Amsterdam ...  | Fl. to £    | 12.107  | 6.96½    | 11/6           |
| Berlin ...     | Mks. to £   | 20.43   | 11.72    | 11/5½          |
| Brussels ...   | Belgas to £ | 35      | 20.21    | 11/6½          |
| Copenhagen ... | Kr. to £    | 18.259  | 22.40    | 24/8           |
| Lisbon ...     | Esc. to £   | 110     | 109½     | 19/11½         |
| Madrid ...     | Ptas. to £  | 25.22½  | 34½      | 27/4           |
| Milan ...      | Lire to £   | 92.46   | 56½      | 12/2½          |
| Montreal ...   | Dol. to £   | 4.86½   | 4.80½    | 19/9           |
| New York ...   | Dol. to £   | nominal | 4.74½    | 19/6           |
| Oslo ...       | Kr. to £    | 18.159  | 19.90½   | 21/11          |
| Paris ...      | Fr. to £    | 124.21  | 71½      | 11/6           |
| Prague ...     | Kr. to £    | 164.25  | 113      | 11/6           |
| Stockholm ...  | Kr. to £    | 18.159  | 19.39½   | 21/4           |
| Warsaw ...     | Zloty to £  | 43.38   | 25       | 11/6½          |
| Zurich ...     | Fr. to £    | 25.2215 | 14.52    | 11/6½          |

Bank rate 2 per cent.

## Pharmaceutical Chemicals, etc.

A GENERAL advance in shipment and home trade prices for a number of important Continental products are recorded, the chief being amidopyrin, barbitone, phenazone, salol, guaiacol, crystals and liquid; guaiacol carbonate, potassium sulphoguaiacolate. Continental theobromine and caffeine are also quoted dearer. While some spot offers of these products would be at rather lower rates the general tone is firmer. Business is moving on a moderate scale in most markets.

AMIDOPYRIN.—Export prices to the Empire, quoted f.o.b. Continental have been advanced. Five cwt., 18s. 2d.; two cwt., 18s. 6d.; less, 18s. 11d. per lb. Home trade prices are not yet available.

AMMONIUM BENZOATE.—Occasional inquiry, with small spot parcels at about 3s. 4d. to 3s. 6d. per lb.

AMMONIUM ICHTHOSULPHONATE.—A steady business, with keen prices quoted for quantities: one cwt., 1s. 6½d., in 14-lb. tins; 1s. 8d., in 1-lb. tins; 1s. 10½d., in 8-oz. tins; and 2s. 0½d. per lb., in 4-oz. tins.

ASPIRIN.—Business continues on a good scale, makers' prices maintained: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 4 lb., 3s. 2d.; 1 lb., 3s. 4d. per lb. Bulk packing free, net, carriage paid. Contracts: Over twelve months, minimum, one ton; over six months, less than one ton.

ASPIRIN (TABLETS).—The wholesale scale of prices is as follows: Under 5,000, 3s. per 1,000; 5,000, 2s. 11d.; 10,000, 2s. 10d.; 25,000, 2s. 9d.; 50,000, 2s. 8d.; 75,000, 2s. 7d.; 100,000, 2s. 6d.; 250,000, 2s. 5d.; 500,000, 2s. 4d.; 1,000,000, 2s. 3d.; 2,000,000 and over, 2s. 2d. per thousand tablets. For over one million a rebate of 1d. per 1,000 on 10 million tablets over 12 months. Wholesale distributors' prices for smaller quantities would be dearer.

BARBITONE.—The advanced prices from the Continent are as follows: Two cwt., 15s. 3½d.; 56 lb., 15s. 8d.; smaller quantities, 16s. 0½d. per lb., ex warehouse, London.

BROMIDES.—Rather more inquiry; market is fully steady: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb.; without engagement. Special prices for larger quantities.

CAFFEINE.—Continental material is quoted dearer on exchange loss. Pure, two cwt., 7s. 1d.; one cwt., 7s. 3½d.; 56 lb., 7s. 5½d.; less than 56 lb., 7s. 7½d. per lb. Citrate, two cwt., 5s. 1½d.; one cwt., 5s. 2½d.; 56 lb., 5s. 3½d.; less than 56 lb., 5s. 4½d. per lb., 5-lb. tins free, carriage paid. Other salts quoted proportionately. British pure, 56 lb., 7s. 9d.; less, 8s. per lb. Citrate, 56 lb., 5s.; less, 5s. 3d. per lb.

CALCIUM LACTATE.—About average business on a competitive market: spot, one cwt., 1s.; 56 lb., 1s. 1d.; 28 lb., 1s. 1½d.; smaller quantities, up to 1s. 5d. per lb.

CHLORAL HYDRATE.—Home makers' prices control this market: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 1d.; one cwt., 3s. 2d.; 28 lb., 3s. 3d.; 14 lb., 3s. 4½d. per lb.; 28-lb. jars one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—Market is very steady, with fair interest shown. British makers quote at 11½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

CREAM OF TARTAR.—Fair business; market steady. British makers quote 99 to 100 per cent. material at 82s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers' prices for foreign material at competitive figures.

CREOSOTE CARBONATE.—Market has been very dull. Dealers quoting from about 8s. 4d. to 8s. 6d. per lb., spot, as to quantity.

GUAIACOL CRYSTALS.—Prices for Continental material have been advanced: 28-lb. jars, 10s. 0½d.; 14-lb. jars, 10s. 2½d.; 1-lb. bottles, 10s. 8½d. per lb., ex store. Liquid: 28-lb. demijohns, 9s. 6½d.; 14-lb. demijohns, 9s. 9½d.; 1-lb. bottles, 10s. 0½d. per lb., ex warehouse.

GUAIACOL CARBONATE.—Spot values have been advanced. Spot, one cwt., 11s. 1½d.; smaller parcels, up to 11s. 3½d. per lb.

METHYL SALICYLATE.—Quite a good business; market steady. Spot, ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Spot values have been advanced, as follows: one cwt., 19s. 9½d.; 56 lb., 20s. 2½d.; smaller quantities, 20s. 8½d. per lb.

PHENACETIN.—Conditions in this market, although showing no actual improvement, tend firmer: spot, crystals or powder, quantities, 2s. 7½d. to 2s. 9d.; smaller parcels, 2s. 10d. to 3s. per lb., as to quantity.

PHENAZONE.—Export prices to the Empire, quoted f.o.b. Continent, have been advanced: five cwt., 8s. 9d.; two cwt., 8s. 11d.; less than two cwt., 9s. 1d. per lb. To other destinations, quoted in marks: 250 kilos., 11.25 marks; 100 kilos., 11.50 marks; less, 11.75 marks per kilo., f.o.b. Continent. Home trade prices not yet available.



**PIPERAZINE.**—Continental prices have been advanced as follows: 11 lb., 55s. 7d.; 2 lb., 57s. 1d.; less, 58s. 7d. per lb., 8-oz. bottles free, smaller packing extra, ex warehouse, London.

**POTASSIUM SULPHOGUAIACOLATE.**—Very little inquiry. Spot is quoted dearer on exchange: two cwt., 6s. 2d.; less than two cwt., 6s. 4½d. per lb., ex store.

**QUININE SULPHATE.**—Spot values continue at the advances recorded last week. Sulphate, 2s. 2d.; bisulphate, 2s. 2d.; ethyl carbonate, 2s. 10d.; salicylate, 2s. 10½d.; phosphate, 3s. 4d.; hydrochloride, 2s. 8½d.; bihydrochloride, 3s.; hydrobromide, 2s. 8½d.; bihydrobromide, 3s.; valerianate, 3s. 8½d.; hypophosphite, 4s. 0½d.; alkaloid, 3s. 0½d. per oz., carriage paid on bulk quantities; 100-oz. tins free, smaller packing extra.

**SALICYLIC ACID (B.P.).**—Market steady at makers' prices; very fair demand: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., 1s. 9d.; 7 lb., 1s. 11d.; 4 lb., 2s. per lb.

**SALOL.**—Convention prices have been advanced: spot, crystals, two cwt., 3s. 11½d.; one cwt., 4s.; 56 lb., 4s. 0½d.; smaller parcels, 4s. 1½d. per lb.; powder, 2d. per lb. extra.

**SANTONIN.**—Inquiry is still very limited, with quotations for one-kilo. parcels close up to £13 5s. and larger quantities at less.

**SODIUM BENZOATE (B.P.).**—Business on a fair scale; market competitive. Bulk quantities, about 1s. 6d.; cwt. lots, 1s. 7d.; smaller parcels, up to 1s. 11d. per lb.

**SODIUM DIETHYLBARBITURATE.**—Market quiet; quoted unchanged: spot, one cwt., 15s. 9d.; 56 lb., 16s.; 14 lb., 16s. 3d.; 7 lb., 16s. 6d.; smaller parcels, up to 17s. per lb.

**SULPHONAL.**—Spot values have been advanced, as follows: Crystals or powder, one cwt., 15s. 10½d.; 56 lb., 16s. 1d.; smaller quantities, 17s. 7½d. per lb.

**TARTARIC ACID (B.P. CRYSTALS).**—Market is steady, with British makers quoting at 1s. 0½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices are competitive for imported material.

**THEOBROMINE.**—Continental material is quoted dearer on exchange loss: pure, two cwt., 7s. 0½d.; one cwt., 7s. 2½d.; 56 lb., 7s. 4½d.; less than 56 lb., 7s. 6½d. per lb. Soda salicylate, two cwt., 6s. 1½d.; one cwt., 6s. 2½d.; 56 lb., 6s. 3½d.; less than 56 lb., 6s. 4½d. per lb., 5-lb. tins free, carriage paid. Other salts quoted proportionately.

### Crude Drugs, etc.

A REPORT of the drug auction appears on p. 342.

**AGAR.**—The spot market is firm, with inquiry for a very limited supply. Shipment offers are restricted and firm. Kobe No. 1, now up to 2s. 1½d.; No. 2, very little available, quoted at 2s.; Yokohama No. 1, very little available, 2s. per lb. New crop, March-April shipment, Kobe No. 1, 1s. 7½d.; No. 2, 1s. 6½d.; Yokohama No. 1, 1s. 5½d. per lb., c.i.f.

**ALKANET ROOT.**—Dealers are quoting spot root at about 45s. per cwt.

**ALOES.**—Prime Cape have sold well on spot at about 40s. per cwt.; shipment is quoted at 36s. per cwt., c.i.f. Curaçao continue fully steady, with black smooth about 86s. per cwt.; shipment, 80s. to 82s. 6d. per cwt., c.i.f.

**ANTIMONY.**—The shipment quotation for Chinese crude remains nominal at £32, c.i.f.

**BELLADONNA.**—With a modest demand, the market is steady at previous rates. Leaves, 65s. to 70s.; root, 57s. 6d. per cwt., spot.

**BURDOCK ROOT.**—Dealers report some small business on spot in the region of 50s. per cwt.

**CAMPHOR.**—A moderate consuming business is recorded; the shipment market is fractionally dearer; spot, slabs, 2s. 1d.; flowers, 2s. 1½d.; tablets, 2s. 5d.; shipment, slabs, 1s. 10d.; flowers, 1s. 10½d.; tablets, 2s. 1½d. per lb., c.i.f. English refined is still unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

**CANTHARIDES.**—Very little interest in the spot market. Chinese, 3s. to 3s. 3d. Russian, 6s. 6d. per lb. for small parcels.

**CASCARA SAGRADA.**—A few sales on spot, market steady. 1934 peel, 37s.; 1933 peel, 42s. 6d. per cwt. for small lots. Remaining supplies of last season's peel at source quoted at 32s. per cwt., c.i.f., in minimum car-load lots.

**CHAMOMILES.**—The spot stocks available are firmly held at previous rates of 200s. to 225s. per cwt., as to quantity.

**CLOVES.**—Market has been rather quiet, values steady. Zanzibar, spot, 6½d.; shipment, March-April, 6½d. per lb., c.i.f. Madagascar, spot, 5½d.; shipment, March-April, 5d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended March 9 were 40 and the deliveries 159, leaving a stock of 2,429. From January 1 to date the landings of Zanzibar have been 635 and the deliveries 1,301. Landings of Madagascar for the week ended March 9 were 256 and the deliveries 56, leaving a stock of 1,353. From January 1 to date landings of Madagascar have been 1,290 and the deliveries 184 packages.

**COD-LIVER OIL.**—Bergen reports fishing results continue poor to March 9: 24,832 tons of cod and 15,469 hectol. of oil, as compared with 30,698 tons of cod and 18,777 hectol. of oil at the same date in 1934, and 45,290 tons of cod and 27,753 hectol. of oil in 1933. The shipment market is reported to be stronger, with finest Lofoten steam-refined non-freezing medicinal oil now at 90s. per barrel, c.i.f. London. Spot, small lots, 130s. per barrel, ex store, duty paid. Newfoundland, non-freezing medicinal oil, 130s. per barrel, ex store. British non-freezing medicinal oil continues to be quoted from one source at 115s. per barrel, c.i.f. London, duty free, while quotations from another home source are at higher figures.

**COLOCYNTH.**—Quite a fair business in brownish pulp at 1s. 3d. in bond. All apples on spot have been cleared for export.

**DAMIANA LEAVES.**—A modest spot business in new crop leaves is reported, with small parcels about 1s. 4½d. per lb.; shipment, 1s. 2d. per lb., c.i.f.

**DERRIS ROOT.**—The position is firm, with anything available readily absorbed. Spot, 1s. 2d. to 1s. 4d. per lb.; shipment, 11d. to 1s. 2d. per lb., c.i.f., as to test.

**ERGOT.**—A moderate sale on spot. Spanish, 1s. 4½d. to 1s. 5d.; Portuguese, 1s. 4½d.; Russian, 1s. 2½d. per lb.

**GELATIN.**—Market steady; moderate demand. German, gold leaf, 2s. 3½d.; silver leaf, 2s. 0½d.; bronze leaf, 1s. 9½d.; fine leaf, 1s. 5½d. to 1s. 7½d. per lb. French, gold leaf, 1s. 9d.; silver leaf, 1s. 7d.; bronze leaf, 1s. 5½d. per lb., in cases, duty paid.

**GENTIAN.**—A very fair demand for French root, which is quoted from 37s. 6d. to 38s. per cwt., as to quantity, spot.

**GINGER.**—Business has been restricted; market steady. West African, spot, 34s.; for arrival, 29s. 6d. per cwt., c.i.f.

**GUM ACACIA.**—Since the recent big advance in values business has been sustained on a very fair scale, and the market continues firm: spot, Kordofan cleaned sorts, 52s. 6d. to 54s.; bleached, about 100s. per cwt.; shipment, Kordofan cleaned sorts, 48s. 6d. to 49s. 6d. per cwt., c.i.f.

**HENBANE.**—Spot offers of small lots of Egyptian are mentioned at about 80s. per cwt.

**HYDRASTIS.**—Occasional business on spot; market steady. Spot, 5s.; shipment, 5s. per lb., c.i.f.

**MENTHOL.**—The market shows a further decline this week and business, except for distant shipment positions, has been slow. K/S brands, spot, 11s. 6d.; in bond, 10s. 3d.; afloat, 10s. 3d.; March-April, 9s. 7½d.; April-May, 9s. 7½d.; October-December, 9s. per lb., c.i.f. sellers. Japanese shippers quoting 9s. 9d. per lb., c.i.f.

**MERCURY.**—The shipment figure for Spanish-Italian is keeping steady at 55 dollars per bottle, f.o.b. Continent. Spot, in small lots, £11 15s. per bottle, ex warehouse. London stocks in first-hands continue small.

**OPIMUM.**—Spot business is being done now and again. Spot sellers at 1s. 5d. to 1s. 5½d. per lb., as to quantity.

**PEPPER.**—Prices for white Muntok continue at the controlled figures: landed terms, spot and delivery, 10d.; c.i.f. terms, 9d. per lb. for all positions. Lampong is dull and slightly easier. Spot, 3½d.; shipment, March-May, 3½d., c.i.f. Tellicherry, spot, 5½d.; shipment, March-April, 42s., c.i.f. Aleppy, spot, 5½d.; shipment, March-April, 42s., c.i.f.

**PIMENTO.**—Business has been on the quiet side. Spot, 2½d. per lb.; shipment, March-April, 19s. 3d. per cwt., c.i.f.

**RHUBARB.**—The shipment market for rough round is dearer, with the ordinary quality at 11½d. and the best at about 1s. 0½d. per lb., c.i.f.

**RUBBER.**—After a decline in values the market was steadier and more business was done. Standard ribbed smoked sheet, spot, 5½d.; March, 5½d.; April, 5½d.; May, 6d.; June, 6½d.; July-September, 6½d.; October-December, 6½d. per lb.

**SAEON.**—Rather more inquiry on spot. Prime B.P., 45s. 6d.; extra B.P., 43s. 6d.; super B.P., 41s. 6d. per lb., and less for bulk quantities. Spot values are cheaper with the removal of the import duty.

**SEEDS.**—ANISE.—Spot, duty-paid Spanish, 65s.; Bulgarian, 33s. CARAWAY.—Spot, Dutch sold at 35s., duty paid; 28s. quoted f.o.b. Holland. CORIANDER.—Morocco, spot offered at 13s. 6d., duty paid, and 12s. in bond. CUMIN.—Malta quoted for shipment at 50s., c.i.f. Morocco, spot, 57s. 6d., duty paid. FENUGREEK.—Market firm. Tunisian, 15s.; and Morocco, 13s. 6d. to 14s., duty paid. MUSTARD.—English, 24s. to 35s., according to quality.

**SENEGA.**—Market quoted at previous rates; business limited. Spot and shipment at about 1s. 1½d. per lb.

**SIRAMONIUM.**—Dealers are quoting leaves on spot from 45s. to 50s. per cwt., as to quality and quantity.

**TONQUIN BEANS.**—The very limited spot supplies of fair frosted beans are well held for 2s. 9d. and the lower quality at 2s. 5d. per lb.

**TRAGACANTH.**—Owing to difficulties in Persian currency shippers have advanced their prices. On spot druggists' white grades have moved up from £27 to £28 and £29 per cwt., as to quality. Second white grades have been in substantial demand from America and sellers have put up their values from £16 to £20 to £18 to £22. The



grades ranging in value from £11 to £15 are now in limited supply. There has been but a small demand for textile qualities, but values tend rather stronger at 90s. to 120s. per cwt. In February landings totalled 442 packages and deliveries 616 packages. Stocks for recent years as follows:—

|               | February 28 | 1935  | 1934  | 1933   | 1932   | 1931   |
|---------------|-------------|-------|-------|--------|--------|--------|
| Stocks ...    | ...         | 5,295 | 6,030 | 11,121 | 12,846 | 11,502 |
| Landed ...    | ...         | 1,952 | 1,775 | 1,217  | 3,706  | 2,254  |
| Delivered ... | ...         | 1,308 | 1,115 | 1,999  | 2,462  | 1,783  |

**VALERIAN ROOT.**—The little material available on spot is firm at 85s. per cwt.

**WAX.**—BEES': Market is rather stronger on spot; fair business. Abyssinian, spot, 105s.; shipment, 95s., c.i.f. Benguella, spot, 105s.; in bond, 95s.; shipment, 95s., c.i.f. Conakry, spot, 105s.; shipment, 90s., c.i.f. Dar-es-Salaam, spot, 105s.; shipment, 100s., c.i.f. CARNAUBA.—Shipment and spot prices for fatty and chalky grey are sharply dearer and supplies are limited. Spot business moderate. Fatty grey, 135s., duty paid; 125s. in bond; 125s. afloat; shipment, February-March, 125s.; March-April, 130s.; April-May, 130s., c.i.f. Chalky grey, 135s., duty paid; in bond, 124s.; shipment, March-April, 122s. 6d., c.i.f. Primeira, 220s., duty paid; 190s. in bond; shipment, February-March, 170s., c.i.f. Mediana, 220s. duty paid; 190s. in bond; shipment, January-February, 162s. 6d. per cwt., c.i.f.

### Essential Oils, etc.

BUSINESS continues on a good scale, particularly in citrus products. Anise (Star) is firm. Ceylon citronella is a better market. Sicilian hand-pressed lemon has again sold well at full prices. Californian orange dearer on exchange; the Sicilian oil for shipment is nominal. Japanese peppermint is offering at low figures for distant shipment and has attracted business. Wormseed is steadier.

**ALMOND.**—Occasional small business on spot, market steady: English-made, cwt. lots, 2s. 6d.; smaller parcels, up to 2s. 8d.; foreign, cwt. lots, 2s. 4d.; smaller parcels, up to 2s. 7d. per lb. Bitter, s.p.a., genuine French, 9s. per lb.

**ANISE (STAR).**—There has been a very fair inquiry for tins and drums on spot which are firm and still well under cost of replacement; stocks here are running low. Leads, on spot, have been dull. Shipment quotations are again dearer and it is difficult to get firm offers. "Red Ship," in leads, 2s. 1½d.; in tins, 1s. 10½d.; in drums, 1s. 9½d.; shipment, in leads, 2s. 3d.; in tins, 2s. 2d.; in drums, 2s. 1½d. per lb., c.i.f.

**BAY.**—Spot prices for 49 to 50 per cent. are about 5s. 2d. to 5s. 6d.; 50 to 55 per cent. about 5s. 9d. to 6s. 3d. per lb., as to quantity.

**BERGAMOT.**—Conditions in the shipment market for new crop oil are fully steady and offerings are again dearer this week, with the best brands now at 5s. 11d. to 6s. per lb., c.i.f. Some old oil on spot is available at about 5s. 9d. to 6s. per lb., as to quality and quantity.

**BOIS DE ROSE.**—Market keeps steady but has been rather dull. Brazilian, spot, 5s. 9d.; shipment, 5s. 7½d. per lb., c.i.f.

**CANANGA.**—The famine in supplies is still acute, with spot values nominal, and nothing reported offering from the source. Spot, nominal at 11s. per lb.

**CARAWAY.**—A fair amount of business on spot, market steady. Dutch rectified, one to two cwt., 8s. 10½d. to 9s.; smaller parcels, up to 9s. 6d. per lb. Crude, about 8s. 6d. per lb. for quantities landed.

**CASSIA.**—The shipment market is firm at about 3s. 10d., c.i.f., and offers are very limited. The spot value is quoted at about 4s. 7½d. per lb., with occasional inquiry.

**CEDARWOOD.**—Occasional limited demand, with casks of 400 lb. on spot at 1s. 3d. and small parcels up to 1s. 4½d. per lb.; shipment, 1s. 1½d. per lb., c.i.f., for quantities. African oil at competitive prices.

**CINNAMON LEAF.**—A fair spot inquiry for modest quantities, with holders of Ceylon oil quoting about 2s. 9d., as to quantity; shipment, 2s. 6½d. per lb., c.i.f.

**CITRONELLA.**—The Ceylon oil is quoted dearer for shipment at about 1s. 1½d. to 1s. 1¾d. per lb., c.i.f.; spot is steady, with prices up to 1s. 5d. per lb. for small parcels. The Java oil is dull and quoted unchanged: shipment, 1s. 2½d., c.i.f., and spot at 1s. 5½d. for drums and up to 1s. 8d. per lb. for small parcels.

**CLOVE.**—Market is fully steady for Madagascar oil; limited business. Spot, drums, 3s. 3d.; small parcels, 3s. 4d. to 3s. 5d.; shipment, firm at 2s. 10½d. per lb., c.i.f.

**GERANIUM.**—The shipment market for Bourbon is rather better this week, with the quotation about 20s. 9d. per lb., c.i.f.; spot, as to quality, in the region of 21s. 6d. per lb. Algerian is not offering for shipment; spot, about 24s. 6d. per lb.

**GINGERGRASS.**—A small business on spot, with the price holding at about 5s. per lb.; shipment, 4s. 6d., c.i.f.

**HO (SHUI).**—Dealers report a fair amount of small spot business. Quoted from 1s. 8d. to 2s. per lb., as to quantity and quality.

**JUNIPER BERRY.**—Inquiry is not at all bad on spot, with a standard grade oil about 3s. 3d. for small parcels. Finest quality, up to 5s. per lb.

**LAVENDER.**—A little more inquiry with values steadily maintained: finest Mt. Blanc, 38 to 40 per cent., is offered at 26s. to 28s., landed; a good standard quality at about 21s. 6d. to 23s.; and other offers are down to 17s. 3d. per lb., landed. Lavandin, new crop, is steady and quoted at about 14s. per lb., landed.

**LEMON.**—Business in the shipment market for new crop Sicilian hand-pressed has continued quite active, with quotations ranging from 5s. 2d. to 5s. 6d. per lb., c.i.f., as to brand and quantity. The source reports supplies are at a low level and firmly held. Old oil, on spot, has been selling fairly freely in the region of 4s. 9d. to 5s. per lb. The amount of business done in this product during the past four weeks has been exceptionally heavy. Californian oil is firm and in steady demand at last week's advance: spot, in large drums, 2s. 5d.; small drums, 2s. 5½d. per lb.

**LEMONGRASS.**—The demand on spot for the limited supplies available is slow; quoted at about 3s. 6d. per lb.; shipment is dull, with March-April about 3s. 3½d. per lb., c.i.f.

**LIME.**—Business on spot is moving well in small lots, with West Indian distilled at 24s. to 25s. per lb., as to quantity; shipment is held at 24s. per lb., c.i.f.

**MANDARIN.**—Values for best brands for shipment are rather dearer; offers range from 12s. 9d. to 14s., c.i.f. Spot oil, as to quality, 13s. to 15s. 6d. per lb.

**MUSTARD.**—Dealers are quoting small spot parcels at about 14s. 9d. to 15s. per lb.

**MUSK.**—The firmer conditions in the shipment market recorded last week are now reflected here, with holders of pile I asking up to 65s. per oz. for small lots of Tonquin.

**NEROLI.**—Occasional inquiry on spot, with quotations at 14s. 6d., 16s. 3d., 20s. 6d. and 22s. 6d. per oz., as to quality.

**NUTMEG.**—Market is steady; limited amount of small business. English-made oil from 5s. 3d. to 5s. 6d. per lb., as to quantity.

**ORANGE.**—The shipment value for new crop Sicilian sweet is more or less nominal. Reports from the source that supplies in any quantity are not available, but a quotation for one sizeable parcel from a reliable source has been noted at 10s. 2d. per lb., c.i.f. The French Guinea oil continues to be quoted for shipment at about 3s. 2d. per lb., c.i.f., with spot sellers quoting about 3s. 6d. for small parcels. The expected advance on exchange in Californian is now recorded: spot, one case, 2s. 6½d.; two or more cases, 2s. 4d.; drums, 2s. 3d. per lb.; a very fair business in this oil is recorded.

**PALMAROSA.**—Not much business of importance, but values are quite steady. Spot, 6s. 1d. to 6s. 4d.; shipment is still close up to 6s. 3d. per lb. c.i.f., with little interest shown.

**PATCHOULI.**—The tone here is firm, with the available supplies held for 11s. 3d. to 12s. per lb., as to quantity. Still no offers from Singapore, with shipment value nominal.

**PEPPERMINT.**—A moderate business has been done this week, but late forward positions are quoted at low values. Spot, about 3s. 9d.; shipment, March-April, 3s. 3d.; April-May, 3s. 2d.; October-December, 2s. 10½d. per lb., c.i.f., with business for the late positions. The demand here for American natural oil remains poor, with shipment offers of best brands about 2 dollars 90 cents per lb., c.i.f., in drums; some brands are under these figures.

**PETITGRAIN.**—Dealers are now offering spot oil at about 4s. 3d.; shipment, about 3s. 9d. per lb., c.i.f.

**PIMENTO.**—The spot quotations range from about 6s. to 6s. 6d. per lb., as to quantity.

**ROSEMARY.**—A moderate business is recorded, with first quality Spanish at 2s. 1d. to 2s. 2d. and second quality at 1s. 8d. to 1s. 10d. per lb., as to quantity.

**SAGE.**—Dealers are offering cwt. lots at about 2s. 4½d. and smaller parcels up to 2s. 7½d. per lb., spot.

**SANDALWOOD.**—Genuine East Indian Mysore, 19s. per lb., in one-case lots, on spot. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb. Australian, case lots, 15s. 6d. per lb.

**SPEARMINT.**—The quotation on spot is now at about 9s., with shipment about 7s. 10½d. per lb., c.i.f. Some spot holders' prices are rather cheaper, the material having been landed when the market was easier.

**SPIKE.**—Market is fully steady, but there is not much business moving. Spot, 5s. 6d. to 6s. per lb.; shipment, 5s. 6d. per lb., c.i.f., with no interest shown. French oil, 9s. per lb., spot.

**THYME.**—WHITE, 25 to 30 per cent., is quoted on spot at about 3s. to 3s. 3d., and RED, 50 per cent., at about 4s. 4½d. to 4s. 9d. per lb.

**VETIVERT.**—The limited supplies of Bourbon available here are held for 38s. to 40s. per lb.; shipment, about 36s. 9d. per lb., c.i.f.

**WORMSEED.**—Rather better prices have been obtained, with spot now at 9s. 6d. and shipment about 8s. 6d. per lb., c.i.f.



# London Drug Auction

Commercial Sale Rooms,

Minçing Lane, E.C.3.

March 14.

AT THE DRUG AUCTION held to-day eight catalogues were submitted. The offerings covered the usual range of commodities, and a fair proportion represented fresh importations. The demand generally showed an improvement, and a very fair quantity was disposed of. Satisfaction was expressed on all sides at the recent exemption from *ad valorem* duty of a number of important drugs, which has considerably relieved market tension. CARDAMOMS were again a good market, and practically all the offerings were cleared at fair prices. ALOES were steady, but quiet. RHUBARB was held for steady prices, and several lots were sold. BENZOIN was quiet and unchanged for Sumatra, but Siam is firmly held in view of greatly diminished stocks. DRAGONS BLOOD was firmly held at full rates. BUCHU was firm, and a considerable business was done prior to the auction. SENNA was quiet, and HONEY buyers continued to show reserve. It was unanimously decided to commence future auctions at 11 o'clock instead of 10.30 a.m., for the convenience of the trade.

ALOES.—Cape, none offered, but privately the market is extremely firm. Curaçao has been in good demand privately and practically all old stocks have been cleared. Zanzibar: a parcel of liver in skins was withdrawn at 60s. per cwt.

ANNATTO SEED.—Very steady, and supplies not too plentiful. Brazilian was taken out at 3½d. and a new arrival of 20 bags of good colour Madras was held for 4d. per lb.

ASAFOETIDA.—A new arrival of 38 packages of mixed grades was offered, and retired at 90s. per cwt. "in bond."

BALSAM.—*Copaiba*: Five cases of fair bright Para were withdrawn at 1s. 2d. per lb. *Tolu* is fully steady, and a parcel of 22 cases was available at 1s. 8d. per lb.

BARBASCO ROOT.—A parcel of 1 ton testing 6.1 per cent. rotenone and 17.7 per cent. ether extract was available at 1s. 2d. per lb. "in bond."

BENZOIN.—Sumatra, very little interest was displayed, although offerings were scanty. Forty cases were available, good almondy block at £6 15s. and £7. Fair at £6 10s. per cwt., duty paid. Siam continues to attract attention, and a fair business is reported privately. Nine cases were offered in auction consisting of bean and pea sizes at £20 to £22, small pea size at £18, and grains at £15 10s. and block dust at £8 10s. per cwt., all "in bond."

BUCHU is a very good market and a considerable business is reported prior to the sale. At auction fair green realised 1s. 2d. and bronzy ovals 9½d. Good green ovals retired at 10½d.

CALUMBA is steady and for fair to middling washed sorts 27s. 6d. to 30s. per cwt. duty free is wanted.

CARDAMOMS.—Offerings were again in active demand, and a new parcel of thirty-seven cases of good quality Ceylon bleached were practically all sold at from 3s. 6d. to 1s. 9d. per lb., according to size. Seeds, slightly greyish, were sold at 2s. 4d. Four cases of long wild Ceylon were retired, no price being mentioned.

CASCARA SAGRADA.—A lot consisting of 50 bags American retired at 34s. per cwt., in bond, and 50 bags Canadian at 37s. per cwt., duty free.

CASCARILLA BARK.—Ten bags, part stringy quills and part siftings, were offered and retired without response.

CHAMOMILES.—Seven bales of fair flower of Belgium origin were held for 225s. per cwt., duty paid.

CROTON SEED.—In all thirty-seven bags were available, and the price wanted was 35s. per cwt.

CUTTLE FISH-BONE.—Several lots of selected bone were offered and nothing was sold. Privately there has been a good business, and stocks are much reduced, particularly the cheaper qualities.

DRAGONS BLOOD.—Offerings were again very reduced, as suppliers are getting into very small compass. Nine cases represented the total offerings of Singapore lump, part of which had been sold privately. Price for reboiled ranged from £25 to £22 per cwt., "in bond," according to quality. Zanzibar drop, 32 cases of good colour retired at 90s. per cwt.

GALBANUM.—Two cases of fair pasty block retired at 2s. 6d. per lb.

GAMBOGE.—Quiet and nothing was sold "under the hammer." Good Siam pipe was offered at £14 10s., duty paid.

GUAIACUM is quiet, and twenty-three packages were available at from 11d. to 1s. 9d. per lb., "in bond," according to quality.

GUM ACACIA.—This is a very firm market, and a considerable business has been done both on the spot and for shipment at advancing prices, on account of the partial failure of the crop. In auction there were no offers of cleaned Kordofan sorts, but a parcel of fair colour bleached was firmly held for 90s. per cwt.; a lower bid refused.

HENNA.—A parcel of sixteen bales of Egyptian leaves retired at 35s. per cwt.

HONEY.—About 450 packages were offered and held for steady rates. Jamaica, retired, 27s. to 40s., according to quality. Canadian pale set at 48s. Australian pale set at 40s. Mexican, dark, "in bond," 24s. and 26s. San Domingo, amber set, "in bond," 21s. Privately there is a steady business passing.

IPECACUANHA.—Offerings were quite small. Matto Grosso: Four bales of fair root were taken out at from 4s. 9d. to 5s. per lb. Cartagena: Two cases of good bold root were held for 4s. 9d. per lb.

KAMALA.—Seven bags of a new import were offered and withdrawn.

MYRRH.—Sundry lots were offered, but nothing sold. The values are as follows:—Good Aden picked, £7, duty paid. Pickings to fair sorts, 45s. to 95s. per cwt.; dust, 35s. per cwt., "in bond."

ORANGE PEEL.—Several parcels of new crop thin cut Maltese strip were offered, and a small business was reported as having taken place prior to the sale. Value of fair colour, 1s. 2d. to 1s. 3d. per lb., duty paid.

QUINCE SEED.—Twenty packages of Cape were withdrawn at 2s. to 2s. 6d. per lb.

RHUBARB.—Offerings were about equal to the average, except that Canton was not available in time for auction. There was a quiet demand, and a small quantity changed hands at about previous rates. We understand that this article, in common with other China produce, is being offered at considerably higher prices from the origin.

SAKSAPARILLA.—The quantities offering consisted of 20 bales native Jamaica, which retired at 11d. to 1s., and six bales grey Jamaica, priced at 1s. 3d.; six bales Mexican, at 7½d. per lb.

SENNA.—There were no good Alexandrian pods offered, and the lower grades were all bought in. Tinnevely: the offerings were very small, and a few bales of rather poor pods sold cheaply at 1½d. per lb. Privately the market for both varieties is very steady and a good business is reported in the finer grades of Alexandrian hand-picked pods.

STROPHANTHUS SEED.—Steady but quiet, and 100 per cent. Kombé seed was offered at 4s. per lb.

TONQUIN BEANS.—Supplies are very limited, and 2s. 6d. per lb. was asked for a small parcel of fair frosted Para beans.

WAX.—Only one lot of yellow CARNAUBA was on offer, for which 180s. per cwt., "in bond," was asked. No Beeswax was included in the auction.

*The next drug auction will be held on Thursday, May 16.*

## Increased Port Rates and Landing Charges

NOTICE has been given by the Port of London Authority, the London Wharfingers Working Association, the Proprietors of Hay's Wharf, Ltd., and similar Thames side dock and wharf owners, of the following revisions of charges, to higher costs, which will come into operation on Monday, April 1, 1935:—

PORT RATES ON GOODS.—The discount of 7½ per cent. now allowed off foreign (inward and outward) Port Rates on goods will be cancelled.

CHARGES ON SHIPPING USING THE DOCKS.—The deduction of 10 per cent. where now allowed off the rates for discharging cargoes and other services in connection with vessels will be reduced to 7½ per cent. A Schedule of Rates on Shipping with revised charges for the hire and use of cranes, and for other services, will be brought into force.

RATES AND CHARGES ON IMPORT GOODS.—The deduction of 10 per cent. where now allowed off rates and charges (other than rent) will be reduced to 7½ per cent. Revised Schedules of Rates and Charges will be brought into force in respect of the following, viz.:—(a) Goods for immediate delivery. (b) North American Goods in packages. (c) Frozen Meat, Poultry, Game, Butter and Cheese. (d) Various goods for which the rates and charges are now shown in net figures.



# Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

## N.P.U. Executive Election

SIR,—At the meeting of the North London Association held on February 19 it was unanimously agreed to support the candidature of Mr. J. Hearle for election to the National Pharmaceutical Union Executive (Metropolitan Division).

Yours faithfully,

HERBERT SKINNER,  
Hon. Secretary.

London, N.7.

SIR,—The Executive Committee of the Liverpool Branch of the National Pharmaceutical Union is unanimously supporting the candidature of Mr. W. H. Clubb in the election of a representative for North-Western Division 3 on the N.P.U. Executive. Mr. Clubb has given magnificent service to pharmacy over a long period. His valuable experience and progressive outlook are needed in the future. May I urge the members in this area who have not yet done so to record their votes for Mr. Clubb without delay?—Yours faithfully,

W. JOHN TRISTRAM,  
Hon. Secretary.

Liverpool.

SIR,—Your correspondent Mr. W. C. S. Thomas (*C. & D.*, March 9, p. 305) quotes Mr. Hines's demand for financial freedom for the N.P.U. It is obvious that if the Pharmaceutical Society in any way interferes with the N.P.U. it can only be through those individuals who are members of both bodies. The remedy is to refuse to vote for such at the forthcoming N.P.U. election. At the recent Conference, a motion—by two branches—was presented dealing with this evil, but owing to lack of support it was lost. As the policy of the Society and the N.P.U. must on occasion be different, it is difficult to understand how these dual representatives can vote both ways and explain their actions.—I am, etc.,

UNUS (12/3).

## Two Coming Elections

SIR,—Now that elections for the Pharmaceutical Society's Council and the N.P.U. Executive will be coming on, will the candidates, men or women, state if they are "one-man-shop," that is, serve in their own shops and do not own or run, or are interested in, any others. Chemists then will know which will serve their interests best—one-man-shop or multiple-shop candidates.—Yours faithfully,

RETAILER (12/3).

SIR,—At a meeting of the Plymouth and District Branch of the National Pharmaceutical Union held on March 5 it was decided to circulate the following letter:—

This Branch is of opinion that the interests of practising pharmacists can best be served by members of the Council of the Pharmaceutical Society who are practising pharmacists. Candidates for the Council who have considerable interests outside the practice of pharmacy, such as wholesale grocers, analytical chemists, teachers, doctors, lawyers, etc., cannot reasonably be expected to represent adequately the interests of the main body of members of the Society who are practising pharmacists. Every member who agrees with this idea of "pharmacy for the pharmacist" is asked, at every election, to vote for candidates who are practising pharmacists only. To this end a questionnaire has been prepared in conjunction with the local Branch of the Society, and when candidates' replies are considered at a subsequent meeting of the Branch it is thought that members will be in a better position to judge of their suitability than they are at present when candidates are often unknown to electors. The questionnaire will be sent to any candidate, branch secretary or individual member who applies to the undersigned with stamped addressed envelope. Unless a member finds that the candidate's replies prove him to be a suitable practising pharmacist, he is earnestly requested in his own interests to withhold his vote from every such candidate and to vote only for those of whom he is certain. Candidates who refrain from answering the questionnaire can for obvious reasons be ruled out. We are trying to

get adequate representation on the Council by combining to put in members whose interests are the same as our own. The only candidate who has so far satisfied our inquiries is Mr. J. F. McNeal, M.P.S., of Amersham, Bucks, the author of a draft Bill for Pharmacy, and members are asked to make a note to vote for Mr. McNeal at the next election. The claims of any other candidate who may desire to be included among those deserving of the general support of practising pharmacists will be considered when the candidate submits them. Mr. C. J. Yeates, who brought into being the "Out of Friends" scheme, is a candidate for the Southern District No. 3 on the Executive Committee of the N.P.U. He is engaged solely in retail pharmacy and has no financial interest in any other business undertaking. He was a member of the committee which successfully negotiated and secured for pharmacists the dispensing for this city's health department on satisfactory terms, and he is now engaged in a matter which may affect all panel chemists. Mr. Yeates has been successively secretary and chairman of the Plymouth Branch for some years, and is fully conversant with the problems of retail pharmacy, and not without plans towards their solution. Members of the N.P.U. in Cornwall, Devonshire, Somersetshire and Dorsetshire are asked in their own interests to vote for Mr. Yeates at the coming election.—Yours truly,

ALLEN L. GRIFFITHS, Secretary.

68 Ebrington Street, Plymouth.

## Cost of Medical Benefit in Scotland

SIR,—Will some brother tell me why it is that this rs. 10½d. is trotted out each year? Why is it that the price of writing the prescription as well as the price of collecting it is not compared with the chemist's rs. and the patient's 10½d.? I consider that I am superior professionally to a doctor. My profession is an exact science, his as yet is merely a guess, and thus I am entitled to at least a living equal to that of a doctor. If the chemist is to live on rs., then the doctor should have the same. If he requires eight times the dispensing fee, then I require that also. There is this medical benefit which is being extended to the dependants of insured persons—and, I may say, in some places to dependants of the non-insured. The yearly contribution is 26s.; 6s. goes to the collector, 2s. each to the patient and the chemist, and 16s. to the doctor. I have a relative who collects, and there is nothing to keep him from making £10 per week, but I will assess it at £5. I know another who does double this amount, and he increased a girl's wage by 2s. 6d. per week to do the work. I do not wish to reduce anybody's standard; but if this is the clerk's standard, whose only qualification is that he can read and write, what is the reward of a chemist, who has to train and qualify, buy, store, compound and dispense medicine, and invest hundreds of pounds in stock and equipment in order to do his work? If I take the clerk as a basis, surely the chemist is entitled to 6s. as well, and the patient who pays for all is entitled to another 6s. This leaves 8s. for the doctor. Some of the doctors say that they have been doing this work for years for nothing. If this is true, surely they can do it through all eternity for 8s.—Yours, etc.,

A C. AND D. (8/3).

Newmains.

## Spring Trade

SIR,—The hours of sunshine and the signs of spring which have been in evidence lately have reminded my lady customers that spring cleaning is at hand. The result has been a demand for those requisites which I have been in the habit of supplying at this time each year. In some parts of the country, chemists do a big business in spring-cleaning goods, whilst in others the trade seems to be in the hands of the hardware stores. A bold display of distempers will catch the eye of the housewife, and will in no way detract from the chemist's dignity. The following week—or at the same time, in another window—a display of disinfectants, household soaps, soap flakes, cheap sponges, washleathers and liquid ammonia should convince the passer-by that the chemist is able to supply these seasonable needs. The display should be backed up by suitable sales cards and



one or two announcements in the local Press. The prices—excepting in fixed proprietary lines—must be keen, but even so the business is worth doing. Furniture creams and polishes, plate powders, polishing cloths, beeswax, turpentine and oils are among other associated goods which need to be displayed. There is a big turnover in business concerned with spring cleaning, and the chemist has a right to his share of it. There is no reason, either, why he should not have the opportunity of supplying the local schools and public institutions; and the chemist should see that he is given the opportunity of submitting prices.—Yours faithfully,

RURAL CHEMIST (13/3).

### Medical Etiquette

SIR,—I think the complaint of "Live and Let Live" (*C. & D.*, March 2, p. 276) shows why some chemists are so obsequious to doctors that they place themselves in the position of the doormat. I am not altogether sure that they can be blamed for this attitude, because it can be a very serious thing for a chemist to be in the bad books of a doctor, especially in a small town; the doctor has unrivalled opportunities of diverting his custom, and the chemist cannot afford to offend him. Some patients take the slightest word from a doctor as gospel. It is sufficient for the doctor to ask "Where do you get your medicines dispensed?" and then a surprised "Oh, do you?" with raised eyebrows, to create a doubt in the patient's mind without any direct instructions to go elsewhere. It has often occurred to me that this possibility of recommending a particular pharmacy affords one of the strongest arguments against allowing chemists' shops to be turned into public companies; doctors are human like the rest of us, and it is only natural that if one purchased shares in a company he would send it as much business as possible. There should be prohibition of doctors being financially interested in any chemist's business.—Yours truly,

DEFENDU (11/3).

### To Return or Not?

SIR,—Good advice can usually be had for the asking, and I shall probably not be the only one to reply to the letter of "Renegade" (*C. & D.*, March 9, p. 306). I gather from his letter that he has had no experience of modern pharmacy, except two years spent with a multiple shop directly after the war. If he returns to the fold he will find that a big change has taken place, and for some time he will find himself a stranger to much that passes to-day for pharmacy. A great deal will depend on where he proposes to start: I suggest that unless he can buy an established business of undoubted value, proved in every possible way, he should look out for a suitable pitch in a growing neighbourhood and open a new shop. He must, however, be sure that he is likely to develop a good business; to do this he should make extensive inquiries from local sources. While he is on the look-out he should take locum work or get a job as assistant in a good-class modern business. When he has found a suitable place in which to start, he should equip a pharmacy according to his means, leaving some capital available in case he has to wait a year or two before he is making a satisfactory living. If, however, he is happy in what he is doing and his venture is still proving successful—well, I should remain!—Yours, etc.,

MANEO (12/3).

## Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

### A Consistent Wholesaler

A grocer recommended a customer of mine to apply to a local wholesale druggist firm for large size Sanatogen, as he (the grocer) did not stock it. Retail chemists will be pleased to learn that the order was promptly refused.—*Argus* (4/3).

### A Correction

Mr. Richard Clitherow, 79 Underley Street, Liverpool, 7, asks us to state that in the interview with him published in our issue of March 9 (p. 288), the sentence (in the second column) beginning "The registration fee" should have continued "can be fixed at £3," not as it appeared.

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

N. C. (26/38).—CEMENT FOR AMBER.—Paint the broken surfaces with alcoholic solution of potassium hydroxide, press the pieces well together for a few hours. A solution of copal in ether is also used for uniting pieces of amber.

J. M. E. (17/1).—GRANULES FOR HYSTERIA.—These granules of "unknown origin" are contained in small capsules. Analysis revealed potassium bromide and magnesium oxide as the principal ingredients. There was also present a pungent principle, soluble in ether, which bore much similarity to camphor monobromide, but it was not proved to be this.

A. E. (5/28).—LAVENDER BATH AMMONIA.—The following are three formulas for lavender bath ammonia:—

| I.                             |           |                            |            |
|--------------------------------|-----------|----------------------------|------------|
| Castile soap                   | ...       | ...                        | 1'3        |
| Dissolve in water              | ...       | ...                        | 60         |
| Add strong solution of ammonia | ...       | ...                        | 27         |
| Lime water                     | ...       | ...                        | 0'6        |
| Lavender water                 | ...       | ...                        | to 100     |
| II.                            |           |                            |            |
| Common yellow soap             | 8 gr.     | Strong solution of ammonia | 100 oz.    |
| Lavender water                 | 20 1/2    | White Windsor soap         | 1 oz.      |
| Strong solution of ammonia     | 6 oz.     | Oil of lavender            | 2 dr.      |
| Water                          | to 20 oz. | Water                      | to 2 gall. |
| III.                           |           |                            |            |

*Agricola* (11/38).—DRIED MILK.—The roller process dried milk keeps much longer than the spray process powder. This is accounted for by the greater intimate heat used by the roller method. This heat of 240° F. will partly cook and sterilise the milk, destroying the majority of the micro-organisms, and coagulating the albumen. When a solution is attempted by means of boiling water, to make a reconstituted milk, this portion of the solids is shown to be insoluble. The fine film of milk remains at the high temperature of 240° F. for several seconds as it passes over the slowly revolving drum. The keeping properties naturally have a relation to the micro-organism content. The high fat content of full cream dried milk makes it peculiarly susceptible to oxidation, so that it is no unusual thing to get considerable rancidity and high flavour in old samples. Half cream dried milk keeps about twice as long as full cream dried milk, and is more commonly used in the manufacture of infant foods. Full cream dried milk keeps excellently for six months, half cream for twelve. Half cream is made by mixing equal quantities of full cream and separated, or by withdrawing half the butter fat before drying. The spray process product is usually more soluble, but often has a higher micro-organism count. Very soluble dried milk powder often contains an alkali, or has been rendered more soluble by that means. Reconstituted spray process milk shows a very fine state of subdivision of fat globules, and is therefore an excellent emulsion.

## Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," March 14, 1885

### Pasteur

A book has been written by M. Valéry Radot, the son-in-law and constant companion of M. Pasteur, the intention of which is to give a popular account of the labours in which this eminent Frenchman has been engaged, and the triumphs he has achieved. We are glad to observe . . . that the work is translated into English. . . . A German chemical manufacturer had observed that the impure tartrate of lime, if contaminated with organic matter and permitted to remain under water in summer, will ferment and yield various products. Tartrates were Pasteur's perquisites at the time, and he therefore investigated the circumstance. He found the turbidity was due to multiplication of a microscopic organism. . . . He found that it would take the right-handed tartrate from the solution and avoid the other; and, as Tyndall says, "he closed with the conception that ferments are in all cases living things, and that the substances formerly regarded as ferments are in reality the food of the ferments." His theory was propounded. . . .



# **AN APOLOGY**

About three weeks ago, a well-known Addressing Agency, at our request, sent out nearly 11,000 copies of the brilliant Bateman cartoon, "The Man who doubted if Howards' Aspirin was the best." This was intended to provide a copy of the cartoon for every Chemist's Shop in the United Kingdom (except the Irish Free State where Customs regulations are prohibitive). Since then we have had occasional complaints of non-delivery of these pictures, and we ask any Retail Pharmacist who has not received his copy to write to us as soon as possible. This cartoon is an excellent "draw" to the public, and used in connection with the special window display, it is a wonderful sales tonic. Moreover, there is a very generous Bonus on orders for Howards' Aspirin Tablets when a display is made. On P.A.T.A. terms the Pharmacist is assured of a most handsome profit—more, in most cases, that he can get on a non-proprietary brand.

Place an order now while it is in your mind. The terms are:—

|       | <i>Wholesale</i> | <i>Retail</i> |
|-------|------------------|---------------|
| 25's  | 6/- per dozen    | 10d. each     |
| 50's  | 12/- „ „         | 1/6 „         |
| 100's | 18/- „ „         | 2/6 „         |

## *Window Display Terms*

36 × 10d. bottles with orders for 2 gross 25's  
12 × 10d. „ „ „ „ 1 gross 25's

*Display Material Free*

**HOWARDS & SONS, LTD. (Est. 1797) ILFORD**



# ALKALOIDS

FINE CHEMICALS AND OPIUM DERIVATIVES

*Goods  
covered by  
Dangerous Drugs  
Acts offered  
subject to all  
regulations*

Aloin · Atropine · Bismuth Salts · Caffeine · Cantharidin  
Capsicin · Chloroform · Chrysarobin · Codeine · Diamorphine  
Emp. Canth. Liq. · Ephedrine · Ergotin · Eserine · Ethyl-  
morphine · Gingerine · Hyoscyamine · Jalap Resin · Leptandrin  
Morphine · Opium · Podophyllin Resin · Salicin · Santonin  
Scammony Resin · Strychnine · Veratrine and other  
Pharmaceutical Chemicals and Preparations.

## T. & H. SMITH LTD.

25 CHRISTOPHER STREET, LONDON, E.C.2

*Blandfield Works,  
Edinburgh,  
32-34 Virginia St.,  
Glasgow*



## Hubbuck's Pure Oxide of Zinc

is made by sublimation and is  
warranted to contain upwards of

**99.9 PER CENT.**

of pure oxide; in fact, the  
impurities are not traceable

*Thos. Hubbuck & Son, Ltd.*

ESTABLISHED 1765

**24 Lime Street, London, E.C.3**

MANUFACTURERS OF WHITE LEAD, WHITE  
ZINC, PAINT, OILS, COLOURS, VARNISHES, &c.

*Australian Office: 34 Queen Street, Melbourne*

*Sold by the following Wholesale Druggists  
in Boxes of 7 lb. and 14 lb. stamped by  
the Manufacturers: also in 1-lb. Boxes  
and 1-lb. Glass Bottles:*

|                                       |  |
|---------------------------------------|--|
| Allen & Hanburys, Ltd.                | Hodgkinson, Prestons & King                  |
| Ayrton, Saunders & Co., Ltd.          | Hornor, L. A., & Sons                        |
| Bell, Jno., & Croyden                 | Huskisson, H. O., & Co.                      |
| Bell, John, Hills & Lucas,<br>Ltd.    | Lothouse & Saltner, Ltd.                     |
| Bleasdale, Ltd.                       | Mackay, Jno., & Co., Ltd.                    |
| Boots Pure Drug Co., Ltd.             | May, Roberts & Co., Ltd.                     |
| British Drug Houses, Ltd.             | Oldfield, Pattinson & Co.                    |
| Brook, Parker & Co., Ltd.             | Pinkerton, Gibson & Co., Ltd.                |
| Burgoyne, Burbidges & Co.,<br>Ltd.    | Potter & Clarke, Ltd.                        |
| Butler & Crispe                       | Raines & Co.                                 |
| Cockburn & Co., Ltd.                  | Raines, Clark & Co., Ltd.                    |
| Dakin Brothers                        | Rankin & Borland                             |
| Duncan, Flockhart & Co.               | Silversides, R. B. G.                        |
| Evans, Gadd & Co., Ltd.               | Smith, T. & H., Ltd.                         |
| Evans Sons Lescher & Webb,<br>Ltd.    | Southall Bros. & Barclay,<br>Ltd.            |
| Ferris & Co.                          | Sumner, R., & Co.                            |
| Gale & Co.                            | Taylor, Jas. (Tringate), Ltd.                |
| Glasgow New Apothecaries<br>Co.       | Thompson, John, Ltd.                         |
| Goodall, Backhouse & Co.              | Wilkinson & Simpson, Ltd.                    |
| C. R. Harker, Stagg &<br>Morgan, Ltd. | Willows, Francis, Butler &<br>Thompson, Ltd. |
| Harkness, Beaumont & Co.,<br>Ltd.     | Woolley, Jas., Sons & Co.,<br>Ltd.           |
| Hatrick, W. R., & Co.                 | Wright, Layman & Unney,<br>Ltd.              |
| Hirst, Brooke & Hirst                 | Wyleys (Lim.)                                |

Barry, E. J., New York  
Finlay, Dicks & Co., New  
Orleans  
E. Fougere & Co.,  
90-92, Beekman Street,  
New York  
Chas. L. Huisking & Co., Inc.,  
135, Varick St., New York  
Lehn & Fink, Inc., N. York  
McKee-son & Robbins, Inc.,  
New York

Muth Brothers & Co., Balti-  
more  
Palmer, Ltd., Montreal  
S. B. Peulick & Co., Inc.,  
New York  
Roller & Shoemaker, Phila-  
delphia  
Schiffelstein & Co., Inc., New  
York  
Shoemaker & Busch, Phila-  
delphia



# CHAS. ZIMMERMANN & CO. LIMITED

9-10 St. Mary-at-Hill, London, E.C. 3

Telegrams, Inland :  
"ACIDOLAN, BILGATE,  
LONDON"



Telegrams, Foreign :  
"ACIDOLAN, LONDON "

## CHEMICALS

### HALIBUT LIVER OIL

Supplied in Bulk only

CALCIUM GLUCONATE  
CARMINE  
CREOSOTE  
DIASTASE  
HALIBUT LIVER OIL  
MALE FERN EXTRACT  
PAPAIN  
SAFFRON  
Etc., Etc.

## MEDICALS

ANTI-RHEUMATIC  
VACCINE

ASTHMOLYSIN  
CHINOSOL  
NORIT MEDICINAL  
CARBON

PAPAIN DEGA  
POSTERISAN  
ULTRAFERRAN  
Etc., Etc.

TRADE  
MARK

### SALHUMIN BRAND MUD BATH

(DRY EXTRACT)

Cartons of three packs  
sufficient for three baths

*Retail 7/6 per Carton*

Usual satisfactory discounts  
and no dead stock

NEW  
PHONE NUMBER

MAN<sup>SN.</sup> HOUSE

6005 (Four  
Lines)



# GLYCERINE

*The purest quality  
on the market . . .*



produced by

**THOMAS HEDLEY & CO. LIMITED, TRAFFORD PARK**

with the most modern distilling plant in existence.

CHEMICALLY PURE B.P. . INDUSTRIAL WHITE . PALE STRAW

SOLE DISTRIBUTORS: **Fredk. Boehm Ltd., 17, Jewry St., London, E.C.3.**  
and 140, West George Street, Glasgow.

**Paraffinum  
Liquidum  
B.P.**

ALL  
GRADES  
SAMPLES & PRICES

On application  
to

**Sterns Ltd.**  
16, Finsbury Sq., London, E.C.2  
Telephone: National 7644 (7 lines).  
Telegrams: Centunvir, Phone, London.

ALSO  
TECHNICAL  
QUALITIES

*Enquire from*

**HORNER**

*before buying*

|                   |                    |
|-------------------|--------------------|
| <b>ARABIC</b>     | (Whole & Powdered) |
| <b>BENZOIN</b>    | "                  |
| <b>GAMBOGE</b>    | "                  |
| <b>MYRRH</b>      | "                  |
| <b>TRAGACANTH</b> | "                  |

ANY QUANTITY. ANY PACKING.

*Write for List of 1 lb. quantities and upwards*

**L. A. Horner & Sons**  
12 SOUTH TENTER STREET  
LONDON, E.1



# Cream of Magnesia

★ Cream of Magnesia (Mistura Magnesii Hydroxidi B.P., U.S.P.X.) Pattinson's Brand consists of Magnesium Hydroxide in a state of almost perfect suspension in pure water.

\* \* \*

★ It is prepared by an improved and patented process that ensures an absolutely pure product of regular composition, whilst viscosity can be varied to suit customers' requirements.

\* \* \*

★ In addition to its virtues as an antacid, Pattinson's Brand Cream of Magnesia can be used as a mild laxative ; it also makes an excellent mouth wash and liquid dentrifice.

\* \* \*

★ It is supplied in carboys and in one gallon bottles. A 12 oz. sample bottle will be sent free, on request.



**THE WASHINGTON CHEMICAL CO**  
BRANCH OF TURNER AND NEWALL LIMITED

Washington Station, Co. Durham. Telephone: Low Fell 76035. Telegrams: "Chemical Washington Station"



# MONTH BY MONTH THE SALES GO UP

Every month the sales of Cystex go up and up as the Public learn the value of this amazingly successful Kidney and Bladder Tablet.

Every month this advance in sales is proportionately greater as the advertising schedule grows and as the effect of powerful displayed and reader advertisements is felt in every corner of the United Kingdom.

Cystex is no new remedy—it is a Doctor's prescription, and it has had an outstanding and prolonged success in Canada, U.S.A., and South Africa.

Sole Distributors: G. M. Williams & Co., 81 Lamb's Conduit St., London, W.C.1

**Cystex** (Pronounced Siss-tex)  
BRAND  
**KIDNEY & BLADDER TABLETS**



## **JONES** *for* **METHYLATED SPIRIT**

ALL STRENGTHS IN STOCK  
PROMPT DELIVERIES IN CASKS,  
DRUMS OR TANK LORRY

Send your enquiries to

**JONES & CO. (METHYLATORS) Ltd., Bow, London, E.3**

Telegrams: "Methspirit, London."

Telephone: Advance 3210 (2 lines)

# QUININE

QUINIDINE  
CINCHONINE  
CINCHONIDINE

Sugar-coated Quinine Tablets and Pills.

and

# SALTS

Gelatine-coated Oval Pills.

**BANDOENG  
JAVA**

**BANDOENG QUININE FACTORIES**

**AMSTERDAM  
De Wittenkade 48-50.**

Telegrams: "Kininefabriek Bandoeng."

Samples, prices and particulars on application.

Telegrams: "Semadmy Amsterdam."





# Rheumatism *Bee Venom in ointment form*

The bee venom in FORAPIN salve is procured from living bees. Painlessly administered, and easily applied, it entirely supersedes the old time method of injection, allowing for the concentrated application of the active bee venom.

Packed in two strengths in graduated collapsible tubes.

No. 1 (Normal) 5/6 a tube.

No. 2 (Strong) 6/6 a tube.

# FORAPIN

COATES & COOPER LIMITED

*Liberal discounts to the Trade. Sole concessionaires for the U.K. and Dominions: Coates & Cooper Ltd., 94 Clerkenwell Road, London, E.C.1.*

**BEE  
VENOM  
SALVE**



# 10% EXTRA PROFIT

OVER AND ABOVE  
THE USUAL DISCOUNTS

This is the average extra profit, consequent upon de-stamping, provided for you by the new

**Licoricine**  
ACTS LIKE MAGIC  
BRAND

PRICE LIST

Obtain details from your Wholesaler.

RETAIL PRICES REMAIN UNCHANGED

ISSUED BY  
**MANDALL & CO., LTD.**  
TOWER WORKS  
NEWCASTLE-ON-TYNE

## NOW PRESCRIBED BY OVER 3,000 DOCTORS!

"Curicones," the wonderful little anti-Rheumatic capsules, have so impressed medical opinion by their efficacy that more than 3,000 Doctors now prescribe them.

At the instance of their physicians, and in response to the still more intensified advertising now being conducted in the National Press, vast numbers of Rheumatic Sufferers are now turning to "Curicones" for relief. "Curicones" are indisputably one of the best selling lines available to Chemists at the present day.

|                          |      |
|--------------------------|------|
| One bottle .....         | 5/-  |
| Three bottles .....      | 14/- |
| Six-bottle package ..... | 24/- |

# "Curicones"

**THE PROVED REMEDY  
for all Rheumatic Ailments**

**STEPHEN MATTHEWS & CO., LTD.,**  
19-21, Farringdon Street, LONDON, E.C.4.



# Adventures of Mr Copy and Mr Cat

No. 4

|   |  |
|---|--|
|   |  |
| 1. MR. COPY: (TO MR. CAT) "WE MUST GET SOME ORDERS MR. CAT, I THINK I'LL CALL ON THE TRADE."        | 2. FIRST CHEMIST: "NO, THANK YOU, MR. COPY. MY YEARLY PROFITS ON 'EX-LAX' ARE FAR GREATER THAN FROM ANY OTHER CHOCOLATE LAXATIVE." |
|   |  |
| 3. SECOND CHEMIST: "SORRY, MR. COPY, BUT THE PUBLIC INSISTS ON 'EX-LAX'."                           | 4. THIRD CHEMIST: "NO THANK YOU. I DON'T WASTE TIME TRYING TO PUSH SUBSTITUTES."   |
|   |  |
| 5. FOURTH CHEMIST: "WHY CAN'T YOU SELL YOUR PRODUCT ON ITS OWN MERITS INSTEAD OF BEING A COPY CAT?" | 6. MR. COPY: (TO MR. CAT) "I'VE HAD NO LUCK TO-DAY MR. CAT. I WISH WE HAD BEEN ORIGINAL."<br>(TO BE CONTINUED)                     |

**YOU CAN'T GET  
STUCK IF YOU  
STICK TO....  
EX-LAX** BRAND

## MEAD'S DEXTRI- MALTOSE Nos. 1, 2, 3 and CASEC YEAST TABLETS



Extensively advertised to the  
medical profession and sold ex-  
clusively through qualified chemists

Obtainable from all wholesalers or direct from the  
agents:—

**BROOKS & Warburton, Ltd.**  
232-240 VAUXHALL BRIDGE ROAD,  
LONDON, S.W.1

## COLDS TABS. SEROCALCIN

are now available in the following  
sizes :

|                |   |   |   |   |             |
|----------------|---|---|---|---|-------------|
| Phials of 20   | - | - | - | - | <b>3/6</b>  |
| Boxes of 60    | - | - | - | - | <b>10/-</b> |
| Bottles of 100 | - | - | - | - | <b>15/-</b> |
| Bottles of 250 | - | - | - | - | <b>30/-</b> |

USUAL DISCOUNTS

**HARWOODS CHEMISTS Ltd.**  
Rigby House,  
WATFORD—HERTS



# PERSISTENCE PAYS IN ADVERTISING



## SHOW 'ASPRO' DISPLAY MATERIAL CONTINUOUSLY AND DOUBLE YOUR SALES

It definitely pays to show continuously a commodity which is continuously advertised. Furthermore, the greater the amount of money spent on advertising it, the greater are the sales for those who continuously display it in their windows. From an economic standpoint 'ASPRO' must have a great appeal to your consideration in this respect . . . for 'ASPRO' is the most CONTINUOUSLY advertised line and is supported by the LARGEST advertising appropriation for any line of its kind in the world. So keep showing 'ASPRO' and you keep selling 'ASPRO'. Furthermore, an 'ASPRO' window display brings dozens of customers into your shop who might not otherwise have come. Let us suggest then that you give 'ASPRO' a continuous display for, say, the next month or two—keep a check on your sales—notice the number of customers it brings into your shop who naturally buy other goods—then you can prove what a great stimulus 'ASPRO' advertising is to your general sales and general satisfaction.

### BONUS ON 'ASPRO' 5's

A bonus of  $\frac{1}{2}$  dozen packets of 5 on each  $\frac{1}{2}$  gross order is now given on the same terms as the other sizes. Take advantage of this valuable concession.



ANOTHER 'ASPRO'  
SELLING AID—  
CHEMISTS' BAGS  
AND ENVELOPES

PRICES ARE :—  
PER  
Kristal Envelopes - 1,000  
Greaseproof 2oz. Bags - 2/6  
Greaseproof 2oz. Bags (long) - 1/-  
Cash with Order.

Agents:

GOLLIN & CO. PTY. LTD.  
(‘Aspro’ Dept.), SLOUGH, Bucks.  
Telephone . SLOUGH 608

‘ASPRO’ consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made by ASPRO Ltd., Slough  
ENGLAND

No proprietary right is claimed in the method of manufacture or the formula.

**ASPRO**  
REG. TRADE MARK





**INCREASING  
SALES !**

**INCREASING  
PROFITS !**

## NATURE'S SUPREME TONIC *for*

Jaded Nerves,  
Run Down Vitality,  
Neurasthenia,  
Physical & Mental Weakness

The success of "OKASA" Brand Tablets since its introduction proves that a truly efficient preparation supported by heavy National Press Advertising will undoubtedly command a ready sale.

# ● SELL AND DISPLAY ● OKASA

BRAND TABLETS

Silver for Men      Gold for Women

|            |   |            |
|------------|---|------------|
| 35 Tablets | - | 5/- retail |
| 75    "    | - | 10/-    "  |
| 250   "    | - | 30/-    "  |

GENEROUS TRADE DISCOUNTS  
ATTRACTIVE DISPLAY MATERIAL

From Usual Wholesalers, or direct from

**Lewis & Melchior L<sup>TD</sup>**

**62 Oxford St., London, W.1**



This splendidly vigorous advertising figure—now appearing in the press and on the hoardings—is sending profitable business to chemists making link-up displays. Write for window set now.

**KAY BROTHERS Ltd.**  
St. Petersgate, STOCKPORT


ARE YOU GETTING YOUR BONUS ?



**PRODUCTS**  
The 'CHEMISTS ONLY' Confections that **SELL**

**PERFECT PACKS  
PRODIGIOUS SALES  
PHARMACEUTICAL QUALITY**

**PARAMOUNT PRODUCTS LTD.**  
BRITANNIA HOUSE, BRADFORD  
London Depot: St. Leonards, East Sheen, S.W.14



**Customers will be Asking !  
for this Skin Ointment !**

# WHITE TAR

*Brand Ointment (Regd.)*

**FOR ALL SKIN TROUBLES**

Stocked by the leading Wholesalers. Sold in Tins 1/-, 2/- and 5/-.  
Supplies can be forwarded direct per return (post free) and charged through usual wholesalers.

**A NATIONALLY ADVERTISED PRODUCT**

TILLOTT'S LABORATORIES, 70 MARSHAM ST., WESTMINSTER, S.W.1



THE CERTAIN CORRECTIVE for MENORRHAGIA & DYSMENORRHOEA

# KLX (Brand) TABLETS

REGISTERED

Cost: 21/- per dozen boxes.



Special bonus offer 14 to dozen.

Retailed at 2/6 box P.A.T.A.

Proprietors:

BRITISH MADE BRITISH OWNED

MICHAEL HART & COMPANY LIMITED, 21, Cavendish Square, London, W.1

K 4-479

# HALMAGON

BRAND

World-wide Registered Trade Mark

TABLETS

**PHOSPHATE OF SODA, Pure**

For Food Purposes  
ASK FOR SAMPLE AND PRICES

**PERRY & HOPE, LTD.**

Forth and Clyde Chemical Works, NITSHILL  
Telephone: Giffnock 414 (2 lines). Telegrams: "Perryope Nitshill."

**"VITAMIN TESTED YEAST"**

Yeast specially prepared for medicinal purposes

GUARANTEED ABSOLUTELY PURE

MIDGLEY & PARKINSON, LTD., Warren Works, Pudsey, LEEDS

Sole selling agents for Great Britain—

THE OLD STRAND CHEMICAL & DRUG CO. LTD.  
Audrey House, Ely Place, London, E.C.1

*Antiphlogistine*  
Brand Dressing

HUMAN & VETERINARY  
MADE IN ENGLAND

Write for Special Quantity Terms

The Denver Chemical Mfg. Co., London, E.3

# Simpkin's HALIBUT LIVER OIL HEXAGONS

● The finest tonic sweetmeat—and the finest profit earner for the pharmacist

The demand for these health-sweets continues to grow and grow. Old and young are benefiting by them—you can benefit too.

Containing Crookes Halibut Liver Oil (1000 B.P.

A. L. SIMPKIN & CO., LTD.,  
Barley Sugar Works, SHEFFIELD, 6

Depots throughout the British Isles

units), they are blended with malt, butter, glucose and dextrose. The fishy taste is entirely eliminated.  
Therapeutic dose: One Hexagon=Vitamin A and D value of one teaspoonful of Malt and Oil.

PLACE YOUR ORDERS NOW  
AND REAP THE  
SUBSTANTIAL BENEFITS



# GALLOWAY'S COUGH SYRUP

*SHOWS NEARLY 50% PROFIT  
WHEN BOUGHT ON BEST TERMS*

## A £5 ORDER

ENTITLES YOU TO

10% DISCOUNT and 2½% for Prompt Cash

1/3 SIZE 12/- PER DOZ.

2/6 „ 24/- „ „

CARRIAGE AND PACKING FREE IN UNITED KINGDOM

## FAMILY LUNG SYRUP

Special Offer for £5 Parcel

6½d. size - - - 4/9 per doz.

1/- „ - - - 9/- „ „

1/6 „ - - - 13/6 „ „

5% DISCOUNT AND 2½% FOR PROMPT CASH

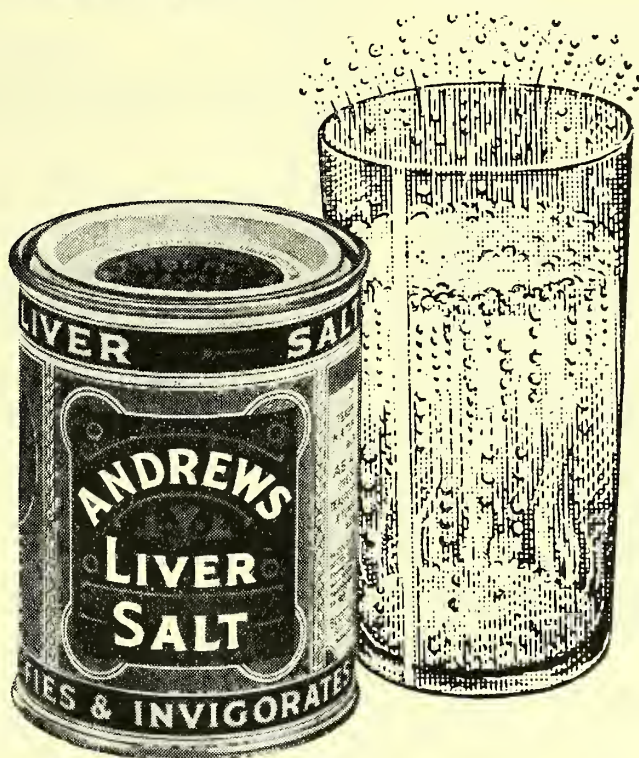
---

LOOK TO YOUR STOCKS AND  
SEND YOUR ORDER NOW

---

**P. H. GALLOWAY, LTD.**  
**LONDON, S.E.17**





## ANDREWS 1935 BONUS OFFER

The current "Merry Andrew" poster and press campaign will be the largest in the history of Andrews . . . the greatly increased list of papers, alone, has a total circulation of over 25,000,000!

A special Bonus is available to all those in the Trade who co-operate by giving displays to link up with this extended, intensified sales drive. The offer remains open until April 27th, and, as we want every customer to have an equal chance of benefiting, will those who have not yet received full particulars please apply to the address below, or to their wholesaler.

**SCOTT & TURNER, LTD.,**  
**ANDREWS HOUSE, NEWCASTLE-ON-TYNE**



*Let us dress  
YOUR window like this*

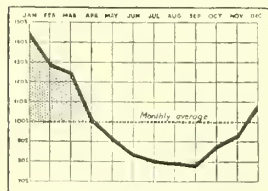


## These window shows are bumping up sales of BRAND'S ESSENCE

Sales of Brand's Essence are already 48 per cent. higher than a year ago, and chemists find the rising business well worth eashing in on. The first few dozen of the new Brand's Essence window display were no sooner ready than they were snapped up as quickly as our travellers could offer them. But there are plenty available now.

When would you like yours? The time of year above all others when Brand's Essence is the greatest boon to the sick is just opening now.

These coming weeks would see Brand's Essence sales up even had we not taken special steps to stimulate them. With four months of past advertising behind them, and the campaign still going on, you could not have a better time to put in a whole Brand's Essence window display. We supply all the material required, and we will gladly dress your window for you and take it out for you when you have finished.



Make your Brand's Essence turn-over this season a bumper one! Write now for our representative to call and arrange about your window display.

★ In March deaths average 25% above normal.  
In March and April deaths average 13% above normal.

*Now is the time to sell*  
**BRAND'S ESSENCE**

BRAND & CO. LTD., MAYFAIR WORKS, LONDON, S.W.8.

*Established 1880*

## H. E. STEVENSON & Co., Ltd.

10 Paneras Lane,  
Queen Victoria Street, London, E.C.4

# Halibut Liver Oil

*Finest Refined Quality*

Biologically standardised for Vitamin A  
& D and free from any added Vitamin.

*Also in*

Bottles of 25 × 3 m Capsules beautifully  
packed. 17/- per dozen.

5 c.c. vials in cartons. 15/- per dozen.

H.L.O. Emulsion

## DRIED YEAST

Produced from the celebrated "D.C.L." pure culture Yeasts, obtainable in the following grades:—

- (1) For fermentation or baking purposes.
- (2) For medicinal use, in ground or powdered form.

## YEAST TABLETS

*In Bottle or Bulk*

- (1) Live—or fermenting.
- (2) Silent—or non-fermenting.

## DRY MALT EXTRACT

A kindred product to the world-renowned "D.C.L." Malt Extract.

*Samples and prices may be obtained from:—*

THE

**DISTILLERS COMPANY LTD.,**  
12 TORPHICHEN ST., EDINBURGH

or:—

**THE UNITED YEAST COMPANY LTD.**  
LONDON, BRISTOL, BIRMINGHAM,  
MANCHESTER, LEEDS & NEWCASTLE



EXTREMELY POPULAR  
**REDUCING FOOD**  
SHOWS EXCELLENT PROFIT  
AND GOOD REPEAT TRADE

# NATEX

## REDUCING FOOD

(NATEX FOOD No. 5)

THE SAFE AND CONSISTENT  
REDUCING MEDIUM

**REDUCES**  
WEIGHT  
**BUILDS**  
HEALTH

### OTHER QUICK-SELLING NATEX LINES

NATEX FOOD FOR  
SLUGGISH BOWELS (No. 12a)

NATEX FOOD FOR THE  
NERVES (No. 9)

NATEX FOOD FOR THE  
GLANDS (No. 11)

NATEX FOOD FOR  
BLOOD-BUILDING (No. 4)

**STOCKED BY  
ALL THE LEADING  
WHOLESALE**

**OR FULL PARTICULARS OF  
PRICES, DISCOUNTS AND  
SERVICE FROM:**

**H**OW often are you asked to recommend a really safe slimming medium? How many of those that are on the market can you truthfully recommend as safe and effective?

There is one reducing Food that, over a period of some twenty years, has been tested by countless people and has been found perfectly safe, and successful in over 85% cases.

Natex Reducing Food consists entirely of dehydrated, pulverised, natural vegetables. *It is guaranteed to be entirely free from drugs, chemicals and gland extracts of any kind.* Further, there is ample medical testimony of the harmlessness of Natex No. 5.

Recommendation of this Food increases your customers' confidence; leads to repeat orders, and to a considerable amount of trade due to "customer recommendation" in other quarters. In addition to this the Food shows a handsome profit and we are always prepared to do everything possible to assist our stockists to increased turnover.

**MODERN HEALTH PRODUCTS LTD., 228 Natex House, 38 Langham St., London, W.1**



*Introducing a new and economical size of*  
**THE DEPENDABLE CONTRACEPTIVE**

*A wider public through the Practitioner*

THE introduction of the new bulk tube will bring Ortho-Gynol within the means of a much wider public. This new bulk tube contains sufficient Ortho-Gynol for 15 to 20 applications — yet it costs, together with an unbreakable applicator, only five shillings. A refill of the same size is now available at the price of four shillings. The sale of Ortho-Gynol remains restricted to Medical Practitioners direct and (by prescription) through qualified chemists. Ortho-Gynol is independent of the variable times, temperature and moisture, and with it douching is contra-indicated.

**Bulk Tube and Unbreakable Applicator 5/-**  
(contains sufficient for 15-20 applications)

*Also available in the original box of 6 complete units (each with disposable nozzle); 4/6. Write for full details and trade terms.*

**ortho-gynol**  
THE DEPENDABLE CONTRACEPTIVE

**Johnson & Johnson**  
(INC. BRITAIN) LIMITED  
SLOUGH, BUCKS

*Associated Companies:* AUSTRALIA: Johnson & Johnson Ltd., 194/200 York St., N. Sydney. S. AFRICA: Johnson & Johnson (Pty.) Ltd., 20 Pritchard St., Johannesburg.

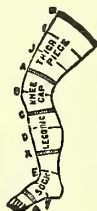
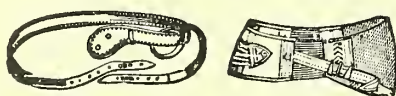
*Representatives & Agents:* INDIA, BURMA, CEYLON, SIAM, MALAYA, E. INDIES: A. A. Bruton, P.B. 330 Bombay, India. CHINA & JAPAN: R. T. Down, P.B. 510, Chinese Post Office, Shanghai. SPAIN: A. Amechazerra, Modesto Lafuente 3, Madrid. N. ZEALAND: Potter & Birke (N.Z.) Ltd., Adco Bldgs, 14-24 Lower Federal St., Auckland.



**J. H. HAYWOOD, LTD.**  
**Castle Gate, NOTTINGHAM**

Tel.: 40488 NOTTINGHAM Established over a century  
Telegraphic Address: "APPLIANCE, NOTTINGHAM."

**Surgical Appliance  
Manufacturers**



**Inventors of  
Seamless Elastic Hosiery**

*Specialities:*

**ABDOMINAL BELTS, TRUSSES  
(Spring and Elastic), SUSPENDERS,  
BRACES, DRUGGISTS' SUNDRIES.**

**PRICES ON APPLICATION**

**"MOSANS"**

• Non-Greasy, Odourless

**QUININE PESSARIES**



**15/-**  
per dozen  
boxes

ORDER THROUGH ANY WHOLESALER  
or from

**MOSANS LABORATORIES,**  
15 Elmcourt Road, S.E.27



**Drayton Mill**  
**LINES WHICH SELL**

**LYSOL**  
**MEDICATED**  
**TOILET ROLL**  
NO INJURIOUS PRINT ON PAPER  
750 PIECES  
REG. TRADE MARK No. 535159 8529160

Supplied BANDED, or,  
if required, WRAPPED  
IN CELLOPHANE or in  
CARTONS.

750 Pieces, 12 oz. Rolls.  
THIN, SOFT as VELVET and SOLUBLE.  
NO INJURIOUS PRINT on PAPER.

**THE MOST POWERFUL DEODORISING TOILET PAPER MADE**

Treated with "LYSOL" under a pressure of 40 lbs. per square inch, which ensures a perfect non-irritating antiseptic paper.

**ENGLISH MANUFACTURE**

**DRAYTON PAPER WORKS LTD**  
SOUTH PARK, FULHAM, LONDON S.W.6  
TELEPHONE FULHAM 5541-8 LINES DAY & NIGHT SERVICE



**"BONO"**

PURE MANILLA  
PAPER, THIN,  
SOFT and  
ECONOMICAL  
COMPLETELY  
WRAPPED in  
CELLOPHANE  
About 900 pieces  
12 oz. Rolls.



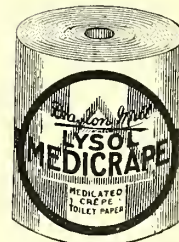
**"852"**

PURE SULPHITE  
PAPER, THIN  
About 750 pieces  
Passed by  
THE INSTITUTE  
OF HYGIENE  
COMPLETELY  
WRAPPED in  
TRANSPARENT  
12 oz. Rolls.



**"SILKO"**

PURE, SOFT, SILKY  
PAPER  
About 750 pieces  
12 oz. Rolls.



**"MEDICRAPE"**

GRADE "A"  
CREPE,  
THIN, SOFT as  
SWAN'S DOWN.  
MEDICATED with  
LYSOL  
6 oz. Rolls.





# SOL-VO

REGD

## TOILET PAPER

PURE - SOFT - HYGIENIC  
(Completely Wrapped)

### SELLING AIDS.

A display Showcard and "Personal Hygiene" leaflets with every order.

750 perforations to every roll.

No dirty edges, completely wrapped and sealed.

3 Doz. @ 6/- Doz. 6 Doz. @ 5/9 Doz. 12 Doz. @ 5/3 Doz.  
CARRIAGE PAID-NET



## FORD, SHAPLAND & CO. LTD.

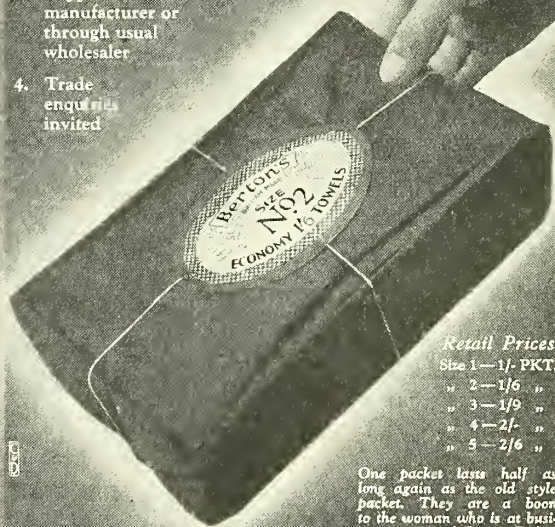
PRINTERS & WHOLESALE STATIONERS,

GREAT TURNSTILE, HIGH HOLBORN, LONDON, W.C.1

Telephone: HOLBORN 4695.

### Bertons' Economy Sanitary Towel

1. To be nationally advertised as from July 1st in the leading Ladies' Journals
2. Retail Prices show clear 50% on cost
3. Supplied direct from manufacturer or through usual wholesaler
4. Trade enquiries invited



Retail Prices  
Size 1—1/- PKT.  
" 2—1/6 "  
" 3—1/9 "  
" 4—2/- "  
" 5—2/6 "

One packet lasts half as long again as the old style packet. They are a boon to the woman who is at business or out of doors all day

**Arthur Berton Ltd.**

Phones: Clerkenwell 1348-7-8-9

Wires: "Aybalim, Finsquare, London."

BRITANNIA HOUSE, OLD ST. LONDON E.C.1  
MANCHESTER: 30 CHAPEL STREET  
GLASGOW: 29-31 DUKE STREET



SOUTHALLS  
SANITARY  
TOWELS

You need only stock the full range of Southall's Sanitary Towels to satisfy the needs of all of your customers.

- The "ORIGINAL" and most popular.
- The "CELTEX" soluble, easily disposed of.
- The "K" made entirely of absorbent cotton wool, with very soft cover.
- The "COMPRESSED" for travelling. A very popular line.

SOUTHALL BROS. & BARCLAY LTD. BIRMINGHAM

### HYPODERMIC SYRINGES & NEEDLES

## FIVEPOINT SYRINGES

ARE

- 1 Annealed to stand high sterilization
- 2 Pistons a precision fit
- 3 Joints are hermetically sealed
- 4 Calibrations are accurate
- 5 British

All patterns, sizes and graduations

**GENERAL SURGICAL CO., LTD.**  
Gensurco House, Rosebery Av., LONDON, E.C.1  
Phone: Clerk. 6046

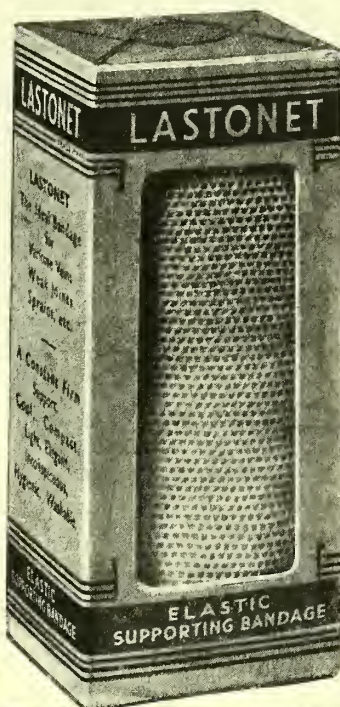


**'ACCOSON'**  
TRADE MARK**CLINICAL  
THERMOMETERS****PRESENTED IN  
INDIVIDUAL CARTONS**

SEE THE NAME

**'ACCOSON'**  
TRADE MARK**ON EACH CARTON  
THE HALL-MARK FOR  
GUARANTEED LIFETIME  
ACCURACY****PERFECT FINISH—EASY TO READ  
INDELIBLE MARKINGS**

Supplied by :

**ALL LEADING WHOLESALE HOUSES****LASTONET****The New Lastex  
Thread Bandage****—means  
Quick Sales &  
Repeat Orders**

Because of its new lightness, elasticity and freedom from bulk Lastonet is rapidly becoming the "best seller" among supporting bandages. Practically invisible under silk stockings. Attractive trade terms. Send now for supplies. Retail prices : 2½" wide 2/9 ; 3", 3/- ; 3½", 3/6 ; 4", 4/- (Free sample on request.)

**The  
MEDICAL  
SUPPLY  
ASSN., LTD.,**

167-173 GRAY'S INN  
ROAD, LONDON, W.C.1  
AND 95 WIMPOLE  
STREET, LONDON, W.1

**The Truth about  
IODINE LOCKETS****for the Prevention of COMMON COLDS,  
INFLUENZA, and other GERM COMPLAINTS**

**T**HE idea of imprisoning solid Iodine in a stoneware locket, with a portion of the surface left unglazed, so that Iodine vapour could escape in a regulated manner by diffusion over a period of many months, originated with Dr. Goodfellow, of Chesterfield.

As a doctor he refused to patent or protect his invention. There have been many imitations, but not one of them on the diffusion principle, which is the

only scientific method. James Pearson, Ltd., manufacture the lockets and other iodine devices, which are made under the personal supervision of Dr. Goodfellow, and are sold under the registered name of "Xodo." This has been done to protect the public against worthless imitations.

There is no metal used in their construction for reasons which every chemist will appreciate. The New Health Society (Pres. Sir Arbuthnot Lane) investigated the merits of these lockets and our testimonials were submitted to their experts. They secured unstinted praise. See report, "New Health," December, 1933 (copy free on application).

One chemist (Messrs. A. Greaves & Son, Ltd., Chesterfield) has sold over 6,000, and still sells from 9 to 12 dozen per week.

**BEWARE OF IMITATIONS**

now so extensively advertised. An analyst reports on one of these lockets sold at 1/9 that the amount of free iodine present is 0.3 grains. Ours sold at 2/- contains nearly 80 times that amount of free iodine. Copy of analysis on request. See "John Bull's" comments on these lockets, September 13, 1934.

Get a small stock of "Xodo" Locketts now. They retail at 2/- and they make a very profitable line for enterprising chemists. We also make a small pendant that is sold at 1/-. Write for our new terms, showcards, dummy cards, and literature free. All postage paid. Get free particulars today from the sole manufacturers :—

**JAMES PEARSON, Ltd., C.D.10, Oldfield Laboratories, Brampton, Chesterfield**



# WE OFFER A BOTTLE CAPPING

WE OFFER  
A BOTTLE CAPPING  
GIVING THE  
FOLLOWING ADVANTAGES:

SPEED OF OPERATION—  
PERFECTION OF FINISH—  
MINIMUM OF WASTE. In  
Standard Colours—BLACK,  
RED, WHITE or BLUE. Special  
colours and shades to order

**PRICE**  
12/- to 15/- per gallon  
according to quantity

May we give you the pleasure of  
testing it? Write for Sample  
C.S.I. to address below:

**DOPE DEPARTMENT**  
British Celanese Limited, Celanese House,  
Hanover Square, London, W.1

IT IS JUST AS  
EASY TO SAY  
**Armstrong's**  
CORKS



ARMSTRONG CORK CO., LTD.  
ALDWYCH HOUSE, LONDON W.C.2.



FOR BRITISH MADE METAL SMALL-  
WARES OF EVERY DESCRIPTION  
GET IN TOUCH WITH

**L. ELBOZ & SON**  
MANUFACTURERS, MERCHANTS & AGENTS  
"RAYON D'OR" WORKS

Tel.: Brixton 3456

94 FERNDENE ROAD,  
LONDON, S.E.24

SPECIALISTS IN THE MANUFACTURE OF  
SOLUBLE MEDICINAL CAPSULES

**BULK OR PACKED**

**CROWN  
CAPSULE  
COMPANY**

PHONE  
356

**Helensburgh**

COMPOSITION STOPPERS  
BAKELITE MOULDINGS  
COMPACTE COSMETIC & ROUGE BOXES



200 Varieties  
Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.



**W. J. SHARPLIN, Ltd.** Telephone: Mountview 0952  
Middle Lane Works, Hornsey, LONDON, N.8



# "National"

## Dispensing Bottles

*are Strong, Serviceable and Suresealing!*

**NEATLY PACKED IN 3 AND 6 DOZEN SIZE, NON-RETURNABLE CARTONS**

- ★ CONVENIENT IN SIZE
- ★ EASY TO HANDLE
- ★ UNIFORM IN QUANTITY

CARTONS OF EITHER 3 or 6 doz. BOTTLES  
THROUGHOUT THE RANGE

ALSO

Cork mouth Bottles WASHED & PAPERED

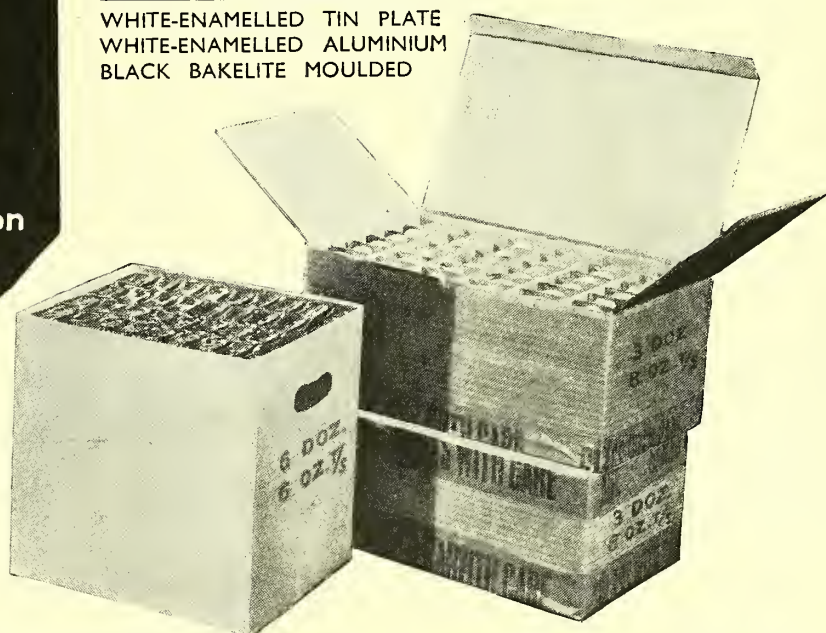
Screw " " WASHED & CAPPED

SCREW CAPS SUPPLIED in

WHITE-ENAMELLED TIN PLATE  
WHITE-ENAMELLED ALUMINIUM  
BLACK BAKELITE MOULDED



*May we advise  
Name and Address of  
your nearest  
"National"  
distributor?*



**NATIONAL GLASS WORKS (YORK) LTD.**

WORKS:  
FISHERGATE, YORK

'Phone: HOLborn 2146

1 Charterhouse St., London, E.C.1





*Time  
has proved*

## THEIR RELIABILITY

For over 20 years MORFI products have been manufactured under the most scientific, modern and progressive conditions. Their reliability and perfection are known throughout the world. Stock and sell MORFI—they are branded, guaranteed and show a handsome profit.

*MORFI products are hot vulcanised and will keep fresh for three years in any climate.*

|                           |       |                |
|---------------------------|-------|----------------|
| MORFI TRANSPARENT         | - - - | 27/- per gross |
| FROMMS ACT "TROPIC PROOF" | -     | 36/- per gross |

*Sole Distributor:*

**HERBERT FROMM**

ALDWYCH HOUSE,  
LONDON, W.C.2.

'PHONE: HOLBORN 4870



# The CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

No. 2875  
VOL. CXXII

MARCH 16, 1935

Annual Subscription (with  
Diary) 20/- Single Copies 9d.


## Annual Spring Bonus

**13 to the dozen on all lines  
until Easter for orders of 24/- or over**

**Offer closes April 20**

THIS BONUS IS ADDITIONAL TO THE REGULAR  
10% FOR DISPLAY AND CASH IN 30 DAYS

**Bonus terms show**

|                             |             |            |
|-----------------------------|-------------|------------|
| New Show                    | <b>80</b> % | ON COST    |
| Material with<br>each order | <b>42</b> % | ON SELLING |

SEND BONUS ORDERS DIRECT OR  
THROUGH YOUR USUAL WHOLESALER

# BUTYWAVE

THE BUTYWAVE CO.  
5 RAMPAYNE STREET,  
LONDON, S.W.1



# National Advertising to 2,400,000 homes

New and lavish display material is offered you to help this advertising to sell these handy tins of First Aid Dressings.



## SAFETY FIRST

### Elastoplast Safeguards Everyone

These first-aid dressings are the handiest form of self-treatment for cuts, burns, abrasions, or any injury that might turn septic—and they're really easy to apply. They are elastic, antiseptic, adhesive, and require no bandaging. What a boon to hikers, campers and motorists; to mothers and nurses, when kiddies tumble; to father when he cuts his hand with a screw-driver! Get your tin and free samples to-day.

### Special Sample Offer

Ask your chemist for the special 6d. or 1/- sample offer, consisting of an outfit of First-Aid Dressings, a Boil Dressing, and a Corn Plaster. If you have any difficulty in obtaining supplies, please send 6d. or 1/- in stamps to the Manufacturers.



1/-  
3<sup>d</sup> & 6<sup>d</sup>  
From all chemists



Children are always falling down, grazed knees and cut hands. But never mind—Elastoplast First-Aid Dressings put on any cut or abrasion will safely heal it. They're so easy to apply, too, cut to size, adhesive and antiseptic. No bandaging required. What a boon to mothers and nurses—the handiest and surest safeguard. Get your tin and free samples to-day.

### Special Sample Offer

Ask your Chemist for the special 6d. or 1/- sample offer, consisting of an outfit of First-Aid Dressings, a Boil Dressing, and a Corn Plaster. If you have any difficulty in obtaining supplies, please send 6d. or 1/- in stamps to the Manufacturers.

## Elastoplast

First-Aid Dressings  
made by T. J. Smith & Nephew  
Dept. R.2 Neptune St., Hull,  
LONDON MANCHESTER GLASGOW  
obtainable from all chemists

1/-  
3<sup>d</sup> 6<sup>d</sup>

T. J. Smith & Nephew Ltd. are launching an advertising campaign to the public to introduce 3d, 6d and 1/- tins of Elastoplast First Aid Dressings. Each tin contains a useful assortment of elastic, adhesive, antiseptic dressings ready cut to size. A campaign is starting shortly in the "Radio Times," specimen advertisements of which are shown here. Order through your wholesaler.

# Elastoplast

## FIRST AID DRESSINGS

British Made by

T. J. SMITH & NEPHEW, LTD.

Enquiries to Dept. C, Neptune Street, Hull

AND AT LONDON, MANCHESTER, GLASGOW

Manufacturers of Paragon Brand Surgical Requirements



# COMPRESSED TABLETS

SMARTLY PACKED



Accompanied by  
**COMPELLING  
SHOW-MATERIAL**



**COMPETITIVE  
PRICES**



*Send for  
Contract Prices*



Also for details of  
our famous  
Chemists' Own Brand  
Method of Packing



**Arthur H. Cox & Co. Ltd.**

Manufacturing  
Chemists

**BRIGHTON**





# ABSOLUTELY FREE ONE DOZEN REFILLS

B.P. TINCTURE OF IODINE (RETAIL VALUE 3/-)  
WITH EVERY ORDER FOR ONE DOZEN

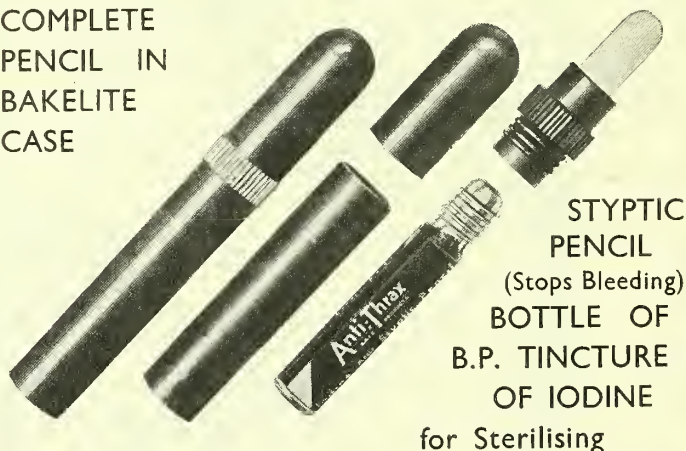


**No. 1 Iodine & Styptic Pencils** (Prov. Pat. No. 31484/33)

which retail at **6<sup>d</sup>.** complete. **Trade Price 4/- Doz.**

COMPLETE  
PENCIL IN  
BAKELITE  
CASE

PACKED 1 DOZ.



THIS FREE GIFT OFFER WILL BE WITHDRAWN IMMEDIATELY  
THE REFILLS HAVE OBTAINED SUFFICIENT PUBLICITY FOR  
CONTINUOUS BUSINESS

THE LARGER YOUR ORDER THE MORE YOU MUST GAIN  
ORDER NOW FROM YOUR USUAL WHOLESALE HOUSE

**Edward Hack, 69 Farringdon Road, London, E.C.1**  
(Proprietor) **Telephones: Holborn 1000, 6000, 9000.**



*Presenting* ONE OF THE MOST  
FAVOURED FLOWER FRAGRANCES

LE NOUVEAU

Gardenia

BY THE MASTER PARFUMEUR-

COTY

*Order stocks now!*

In this new creation, the inimitable genius of M. Coty has imparted to a popular fragrance that unmistakable distinction which at once marks it out as THE most popular flower perfume of the day. Smart women everywhere will be asking for COTY Gardenia in all their toilet essentials. Be sure you have sufficient stock to meet the certain demand.



PERFUME

In presentation bottle

18/6

Also 3/9, 6/-, 10/- etc.

FACE POWDER

2/3 & 1/3 in all shades.

FOUNDATION CREAM

Jars 2/6. Tubes 9d. & 1/3.

TALC POWDER - 2/-

HAIR LOTION - 4/6

7/6 etc.

BRILLIANTINE - 2/-

and 4/6

*Coty*

COTY (ENGLAND) LTD.,

Coty House, 3, Stratford Place, London, W.1.

Telegrams: Paricoty, Phone, London. Telephone: Mayfair 7244-9



# Increase your Profits

## TAKE ADVANTAGE OF COMBINED QUANTITY DISCOUNTS

ON  
"CALIFORNIA SYRUP OF FIGS" Brand Laxative  
(REGD.)

★ PHILLIPS' DENTAL MAGNESIA

★ "MILK OF MAGNESIA" (REGD.)

★ "MILK OF MAGNESIA" Brand TABLETS

★ "DANDERINE" (REGD.)

ON ORDERS VALUE **£6** COMPRISED  
EXCLUSIVELY OF ITEMS MARKED ★  
WE WILL CONTINUE TO ALLOW  
**12 $\frac{1}{2}$ %** CASH 30 DAYS.

**£3**

Assortment of goods.  
Through your whole-  
saler only.

**5%**

Cash 30 Days

**£6**

Assortment of goods

**7 $\frac{1}{2}$ %**

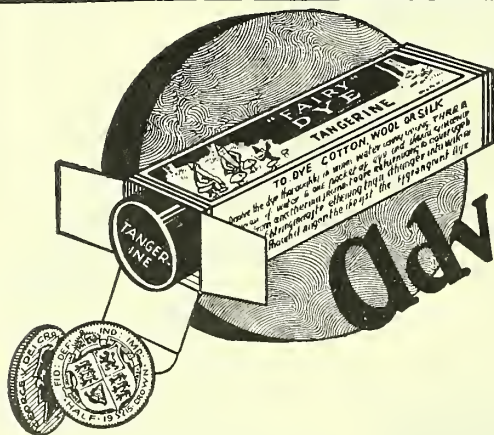
Cash 30 Days

All discounts are conditional upon 14 days display of goods.

**PROPRIETARY AGENCIES LTD.**

179/181 ACTON VALE, W. 3.

Phone: SHEPHERDS BUSH 4435.



# Advertised goods yield quick profits

## FAIRY DYES

are big sellers—always in popular demand. They mean quick turnover and liberal profits. Fairy Dyes are forging steadily ahead and you should periodically inspect your stocks.

Retailed at 2d. per tube—attractively packed. 31 shades and colours.

Be wise—stock

**LONDON DEPOT:**  
292 UPPER ST.,  
ISLINGTON - N. 1

# Fairy Dyes

FAIRY DYES, LTD., GLASGOW, N.W.



## INDEX TO ADVERTISERS

|   |             |   |            |   |        |
|---|-------------|---|------------|---|--------|
| Anglo-Scottish Scales, Ltd. (Weighing Machines) .....                             | 45          | Caldicot Tin Stamping Works, Ltd. (Decorated Tins) .....                | 44         | Elboz, L. & Son (Metal Smallwares) ...                      | xx     |
| Anzora Perfumery Co., Ltd. (Hair Cream, &c.) .....                                | 36          | Calvert, F. C., & Co., Ltd. (Tooth Powder) .....                        | 45         | Elfrida Perfumery Co. (Toilet Preparations) .....           | 24, 25 |
| Armour & Co., Ltd. (Junket) .....   | 8           | Chalon Frères, Ltd. (Diana Clare Toilet Preparations) .....             | 34         | Eucos Products, Ltd. (Toilet Preparations) .....            | 32     |
| Armstrong Cork Co., Ltd. (Corks) .....  | xx          | Christy, T., & Co., Ltd. (Page-Barker Lotion, Co-re-ga) .....           | 32, 48     | Ex-Lax, Ltd. (Laxative Chocolate) .....                     | viii   |
| Aspro, Ltd. (Aspro) .....   | ix          | Clark, S. F. (Valuer, &c.) .....  | Col. Supp. | Fairy Dyes, Ltd. (Dyes) .....                               | 4      |
| Association of Manfg. Chemists, Ltd. Col. Supp.                                   |             | Clements Newling & Co., Ltd. (Display Stands) .....                     | 44         | Fink, F., & Co. (Gums) .....                                | 48     |
| Bandoeng Quinine Factories (Quinine and Salts) .....                              | vi          | Coates & Cooper, Ltd. (Forapin) .....                                   | vii        | Ford, Shapland & Co., Ltd. ("Solvo" Toilet Paper) .....     | xviii  |
| Barker, R., & Son, Ltd. (Infants Preservative) .....                              | 48          | Cook, Geo. (Shopfittings) .....   | 39         | Fromm, H. (Morfi Rubber Products, &c.) .....                | xxii   |
| Bell, John, Hills & Lucas, Ltd. (Extract of Malt with Parrish's Food) Leader Page |             | Corfield, Ltd. (Aluminium Containers) .....                             | 34         | Galloway, F. H., Ltd. (Cough Syrup)...                      | xii    |
| Berdoe & Fish, Ltd. (Valuers, &c.) Col. Supp.                                     |             | Cossor, A. C., & Son (Thermometers), Ltd. (Clinical Thermometers) ..... | xix        | Gambles, J. C., & Co., Ltd. (L'Onglex Nail Polish) .....    | 41     |
| Berton, Arthur, Ltd. (Sanitary Towels) xviii                                      |             | Coty (England), Ltd. (Perfumery) .....                                  | 3          | General Surgical Co., Ltd. (Hypodermic Syringes, &c.) ..... | xviii  |
| Bourjois, Ltd. (Perfumes) .....   | 37          | County Perfumery Co. (Brylcreem de Luxe) .....                          | 38         | George, Ernest J., & Co. (Valuer, &c.) Col. Supp.           |        |
| Brand & Co., Ltd. (Brand's Essence) ...   | xiv         | Cox, A. H., & Co., Ltd. (Compressed Tablets) .....                      | 1          | Grenoville, Ltd. (Perfume) .....                            | 13     |
| British Celanese, Ltd. (Bottle Capping) xx  |             | Cresswell Bros. (Sponges) .....   | 26         | Grey, Adelaide, Ltd. (Toilet Preparations) .....            | 39     |
| British Drug Houses, Ltd., The (Cal-simil Brand Tablets) .....                    | Cover       | Crown Capsule Co. (Soluble Medicinal Capsules) .....                    | xx         | Hack, Edward (Iodine and Styptic Pencil) .....              | 2      |
| British Felsol Co., Ltd. (Asthma Remedy) .....                                    | Leader Page | Demuth, R. (Frozoclone, &c.) .....                                      | 28, 29     | Hackett, S. E. (Film Overstocks) Col. Supp.                 |        |
| Bronnley, H., & Co., Ltd. (Toiletries)...   | 31          | Denver Chem. Mfg. Co. (Anti-phlogistine) .....                          | xi         | Halmagon Brand Tablets .....                                | xi     |
| Brooks & Warburton, Ltd. (Dextri Maltose, &c.) .....                              | viii        | Distillers Co., Ltd. (D.C.L. Yeast Tablets) .....                       | xiv        | Hart, Michael, & Co., Ltd. (KLX Brand Tablets) .....        | xi     |
| Burge, Warren & Ridgley, Ltd. (Surgical Rubber Goods) .....                       | 48          | Dixor, Ltd. (Toilet Preparations) .....                                 | 40         | Harwoods (Chemists), Ltd. (Tabs. Serocalcin) .....          | viii   |
| Burrough, James, Ltd. (Orange Wine) Leader Page                                   |             | Dominion Steel Corporation, Ltd. (Razor Blades) .....                   | 39         | Haywood, J. H., Ltd. (Surgical Appliances) .....            | xvi    |
| Burroughs Wellcome & Co. ("Hazel-ine" Snow") .....                                | 49          | Doughty Richardson Fertilisers, Ltd. ...                                | 44         |   |        |
| Butywave Co. (Annual Spring Bonus) Cover  |             | Drayton Paper Works, Ltd. (Toilet Paper) .....                          | xvii       |   |        |
|   |             | Dudley & Co., Ltd. (Counter Cases) ...                                  | 46         |   |        |
|   |             | Dyanese, Ltd. (Stocking Dyes) .....                                     | 46         |   |        |

[Continued overleaf.]

## ★ TO ALL MANUFACTURING CHEMISTS ★

### PROBLEMS GLADLY INVESTIGATED

*The*

# PREMIER PASTE MILL

*for Complete Emulsification*

**PREMIER COLLOID MILLS LIMITED**  
**Prince Regent's Wharf, Silvertown, London, E.16**

Telephone: Albert Dock 1510

There are few industries in this country of which emulsification is a stage of manufacture that we have not thoroughly investigated. This extensive knowledge is very apparent in the design and construction of our Paste and Emulsifying Mills. Every detail that can make emulsification complete, compatible with the stringent hygienic conditions demanded of modern food manufacturing plant, has been embodied. As convincing evidence of the efficiency of our Premier Mills we invite you to send us a rough mix of your ingredients for trial through our experimental machines.

*Premier Mills are in general use for*

**OINTMENTS, VANISHING and COLD CREAMS, GRINDING of LIPSTICK BASE, COD LIVER OIL and GENERAL PHARMACEUTICAL EMULSIONS, TOOTHPASTE, TOILET LOTIONS, BLENDING OF ESSENTIAL OILS Etc., Etc.**



**INDEX—cont.**

|  |            |  |            |   |             |
|--|------------|--|------------|---|-------------|
| Hedley, T., & Co., Ltd. (Glycerine) ...                      | iv         | National Glass Works (York), Ltd. (Bottles) .....              | xxi        | Smith, T. & H., Ltd. (Alkaloids) .....                                    | ii          |
| Horne, L. A., & Sons (Drugs, &c.) ...                        | iv         | National School of Chiropody .....                             | 46         | Smith, T. J., & Nephew, Ltd. (Elastoplast Dressings) .....                | Cover       |
| Howards & Sons, Ltd. (Aspirin Tablets)                       | i          | Orridge & Co. (Valuers, &c.) .....                             | Col. Supp. | Solport Bros., Ltd. (Watersprite Face-Cloths, &c.) .....                  | 17          |
| Hubbuck, T., & Son, Ltd. (Oxide of Zinc) .....               | ii         | Paramount Products, Ltd. (Confectionery) .....                 | x          | Souplex, Ltd. (Safety Razor) .....  | 30          |
| International Bottle Co., Ltd. ....                          | 19         | Pearson, James, Ltd. (Xodo Iodised Locket) .....               | xix        | Southall Bros. & Barclay, Ltd. (Sanitary Towels) .....                    | xviii       |
| Jacquies Fabrics, Ltd. (Dawn Face Cloths) .....              | 32         | Perry & Hope, Ltd. (Phosphate of Soda) .....                   | xi         | Sozol (1924), Ltd. (Egg Preservative) ..                                  | 48          |
| Johnson & Johnson (Gt. Britain), Ltd. (Ortho-gynol) .....    | xvi        | Phosferine (Ashton & Parsons), Ltd. (Tonic Wine) .....         | 43         | Sterns, Ltd. (Oils, Petroleum) .....                                      | iv          |
| Jones & Co. (Methylators), Ltd. (Methylated Spirit) .....    | vi         | Pitman, Sir Isaac, & Sons, Ltd. (Books)                        | 48         | Stevenson, H. E., & Co., Ltd. (Halibut Liver Oil) .....                   | xiv         |
| Josephs, Philip, & Sons, Ltd. (Shop-fittings) .....          | Col. Supp. | Potter & Clarke, Ltd. (New Jubilee Lines) .....                | 14 & 15    | Thamar, Madame, Ltd. (Beauty Preparations) .....                          | 39          |
| Kay Bros., Ltd. (Linseed Compound Cough Cure) .....          | x          | Potter & Moore, Ltd. (Mitcham Lavender) .....                  | 33         | Thomas & Linton, Ltd. (Everhot Bags, &c.) .....                           | 39          |
| Kent, G. B., & Sons, Ltd. (Refillable Hair Brush, &c.) ..... | 41         | Premier Colloid Mills, Ltd. (Paste Mill) .....                 | 5          | Thompson & Capper Wholesale, Ltd. (Rotary Tablet Machines) .....          | 47          |
| Lang Clayden, Ltd. (Langapres) .....                         | 36         | Proprietary Agencies, Ltd. ("California Syrup of Figs") .....  | 4          | Thompson, John (Wholesale Druggists, 1921), Ltd. (Olive Oil) .....        | 6           |
| Lax & Shaw, Ltd. (Perfume Bottles, &c.) .....                | 16         | Radio Times, The .....   | 9          | Tillotts Laboratories (White Tar Brand Ointment) .....                    | x           |
| Levermore, A., & Co., Ltd. (Precipitated Chalk) .....        | 48         | Raleigh Cycle Co., Ltd. (Delivery Cycles) .....                | 10         | Toogood, Wm., Ltd. (Soapless Shampoos) .....                              | 40          |
| Lewis & Melchior, Ltd. (Okasa Brand Tablets) .....           | x          | Reid, T., & Sons (Bamyl Shaving Soap, &c.) .....               | 39         | Tragasol Products, Ltd. (Toilet Cream)                                    | 39          |
| London College of Pharmacy .....                             | 46         | Robel, Ltd. (Buty-Tone Series) .....                           | 30         | United Glass Bottle Manufacturers, Ltd. (Crystal Toilet Bottles, &c.) ... | 20          |
| Low, Son & Haydon, Ltd. (Toilet Preparations) .....          | 48         | Roberts' Patent Filling Machine Co. ...                        | 44         | Vareen, Ltd. (Liquid Nail Polish) .....                                   | Leader Page |
| Mandall & Co., Ltd. (Licoricine) .....                       | vii        | Robinson & Sons, Ltd. (Boxes, Cartons, &c.) .....              | 42, 48     | Veno Drug Co., Ltd. (Veno Products)...                                    | 7           |
| Matthews, D., & Son (Shopfittings) ..                        | Col. Supp. | Rowland, A., & Sons, Ltd. (Macassar Oil) .....                 | 45         | Vinolia Co., Ltd. (Vinolia Soap, &c.) ...                                 | 55          |
| Matthews, S., & Co., Ltd. (Curicones, &c.) .....             | vii        | Scott & Turner, Ltd. (Andrews Liver Salt Bonus Offer) .....    | xiii       | Viscose Development Co., Ltd. (Viskaps)                                   | 18          |
| Maud, F., & Berg, E., Ltd. (Show-cases) .....                | Col. Supp. | Scurr, C. A. (Optical Tuition) .....                           | 48         | Warrick Bros., Ltd. (Cinet Perfume Lockets) .....                         | 50          |
| May & Baker, Ltd. (Ephedrine Hydrochloride, &c.) .....       | 21, 22     | Seymour, Jane (Toilet Preparations)...                         | 27         | Washington Chemical Co. (Cream of Magnesia) .....                         | v           |
| Medical Supply Assn., Ltd. (Iodine Compound) .....           | xix        | Shadeine Co. (Hair Dyes) .....                                 | 48         | Webb, Wm. A., Ltd. ("White Monarch" Balance) .....                        | 44          |
| Midgley & Parkinson, Ltd. (Yeast Preparations) .....         | xi         | Sharplin, W. J., Ltd. (Stoppers) .....                         | xx         | Westminster College of Pharmacy .....                                     | 46          |
| Modern Health Products, Ltd. (Natex Food) .....              | xv         | Simpkin, A. L., & Co., Ltd. (Halibut Liver Oil Hexagons) ..... | xi         | Whiffen & Sons, Ltd. (Chemicals) .....                                    | Cover       |
| Mosans Quinine Pessaries .....                               | xvi        | Simpson, J. W. (Iodine Lockets) .....                          | 11         | Williams, G. M., & Co. (Cystex) .....                                     | vi          |
| Mottrix Sales Co. (Roll Film Machines)                       | 46         | Singha, Dr., Co., Ltd. (Asthma Remedy)                         | 12         | Wyleys, Ltd. (Bismuth and Magnesia Trophes, &c.) .....                    | Leader Page |
|  |            | Singleton, B. (Tanna Brand Liver Pills) .....                  | 48         | Zimmermann, C., & Co., Ltd. (Perfumery Raw Materials, &c.) .....          | 25, iii     |
|  |            | Slack, A. Bernard (Company Registration, &c.) .....            | 48         |   |             |

**REDUCTION IN PRICE**SUPPLIED TO  
CHEMISTS ONLY

SHOW STAND FREE

*Jaytee's*

**HUILE d'OLIVE**

FINEST QUALITY      GUARANTEED PURE



**JAYTEE'S**

**PURE**

**OLIVE OIL**

(Huile d'Olive de Provence)

**Specially prepared for  
Salads and Medicinal Use**

Selling prices 9d. 1/3 2/3 4/- each

Wholesale 6/6 9/9 17/- 31/- per dozen

Gross lots assorted less 10%

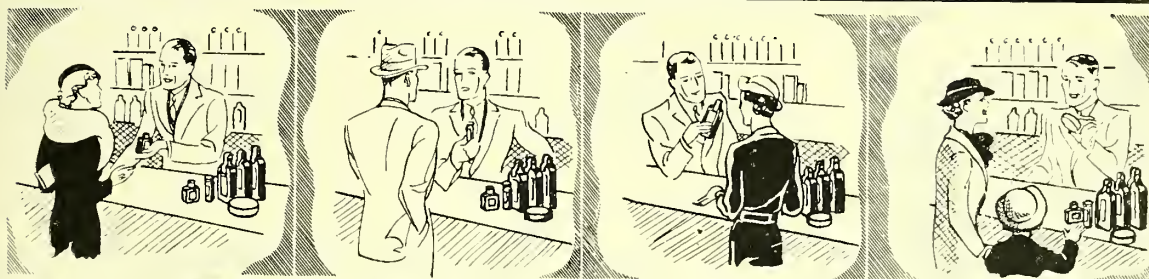
The show stand sent gratis to all our  
Customers. Send a postcard to-day**JOHN THOMPSON**

(Wholesale Druggists 1921) LTD.

**DUKE STREET, LIVERPOOL**

Phone: Royal 1434 (6 lines) Wires: "Drugs, L'pool."





**EVERY DAY**  
*tens of thousands of people*  
*ask for the*



# VENO PRODUCTS

Can YOU afford to neglect this huge volume of business? Isn't it well worth your while always to keep a good supply of stocks? Remember, advertising is appearing all over the country to keep the demand rising. PHENSIC Brand Tablets for Nerve Pains and Influenza,

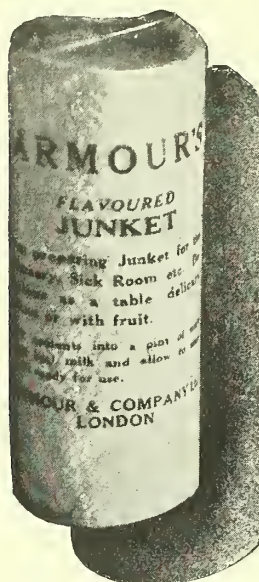
DR. CASSELLS Brand Tablets for the Nerves, VENOS Brand "Lightning" Cough Cure and GERMOLENE Brand Aseptic Ointment for all Skin Complaints are profit-makers that will give your turnover a real fillip. Write NOW for full details of terms and free display material.

*four lines that PAY!*

**THE VENO DRUG COMPANY LTD.**

Chester Rd., Manchester 16





# ARMOUR'S FLAVOURED JUNKET

A NEW PREPARATION TO CREATE NEW SALES

EASY TO PREPARE  
A DELICIOUS  
SWEETENED AND  
FLAVOURED JUNKET  
FOR THE SICKROOM  
NURSERY & TABLE

•  
ADD CONTENTS TO  
A PINT OF WARM  
MILK — STIR GENTLY  
AND ALLOW TO COOL

**3 1/2  
oz  
EACH**

**BOX  
OF  
24**



## ARMOUR & COMPANY LTD.

LABORATORY DEPT., ARMOUR HOUSE, ST. MARTIN'S-LE-GRAND, LONDON, E.C.1

TELEGRAMS: "ARMOSATA-CENT."  
LONDON  
TELEPHONE . . . NATIONAL 2424



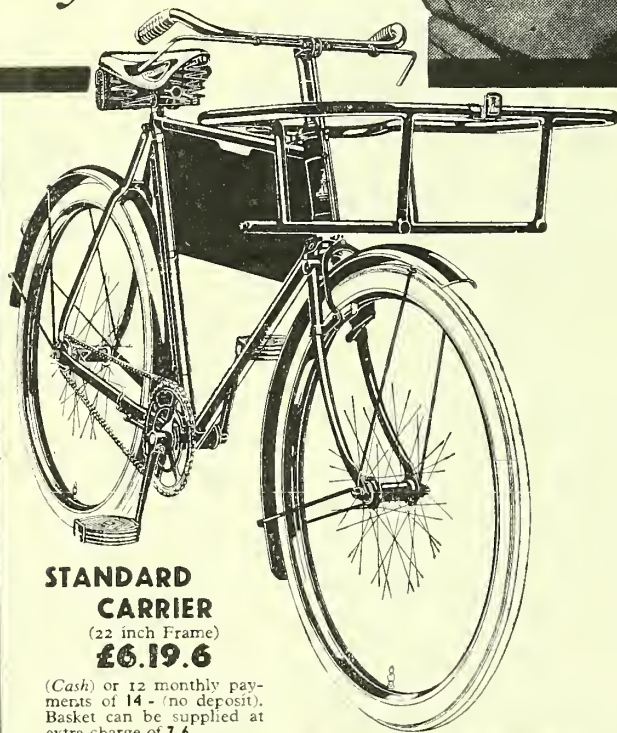
# Next time you ring up a sale...

May-be a customer in your shop is worth two in the street. But, nevertheless, those people who pass your window are your prospects—they are your only hope of bigger turnover and more profits. "The RADIO TIMES" reaches 10 million such people in their 2,400,000 homes, every hour of every day, every week. Make your windows echo the messages of the advertising in "The RADIO TIMES," and the bell of your till will ring more often.

**remember 2,400,000 buyers  
read The RADIO TIMES**



**"That's  
Brown's boy  
... I can tell  
that smart  
bike  
anywhere!"**



**STANDARD  
CARRIER**  
(22 inch Frame)  
**£6.19.6**

(Cash) or 12 monthly payments of 14/- (no deposit). Basket can be supplied at extra charge of 7/6.

**LOW GRAVITY  
CARRIER**  
(22 inch Frame)

at same price and terms. Specially designed for carrying heavy or bulky loads without skidding. An instantly operated stand built into the carrier is an important feature.

EVERY RALEIGH CARRIER CYCLE has the finest equipment, including BROOKS' SADDLE, DUNLOP TYRES, etc.

People judge by appearances these days ... the appearance of your shop, the appearance of your staff, the appearance of your carriers ... and it's the smart people that get the trade every time. That's one reason why it pays to put your boys on Raleighs ... with their rust-proofed steel frames and extra heavy chip-proof enamelling they retain the smart new appearance long after other machines are old and disreputable looking. But there's more than just smartness about a Raleigh. They are built to withstand the roughest handling, while it takes a very lazy boy to dawdle on the easy-running Raleigh.

Send for full particulars of Raleigh Carriers to-day.

**RALEIGH**  
**THE ALL-STEEL BICYCLE**

THE RALEIGH CYCLE CO. LTD., NOTTINGHAM





J. W. Simpson, M.P.S.

## A PERSONAL CHAT TO BROTHER PHARMACISTS

To-day 1,000,300 people carry my Iodine Locket in their vest pocket, or round their neck, or attached to an undergarment.

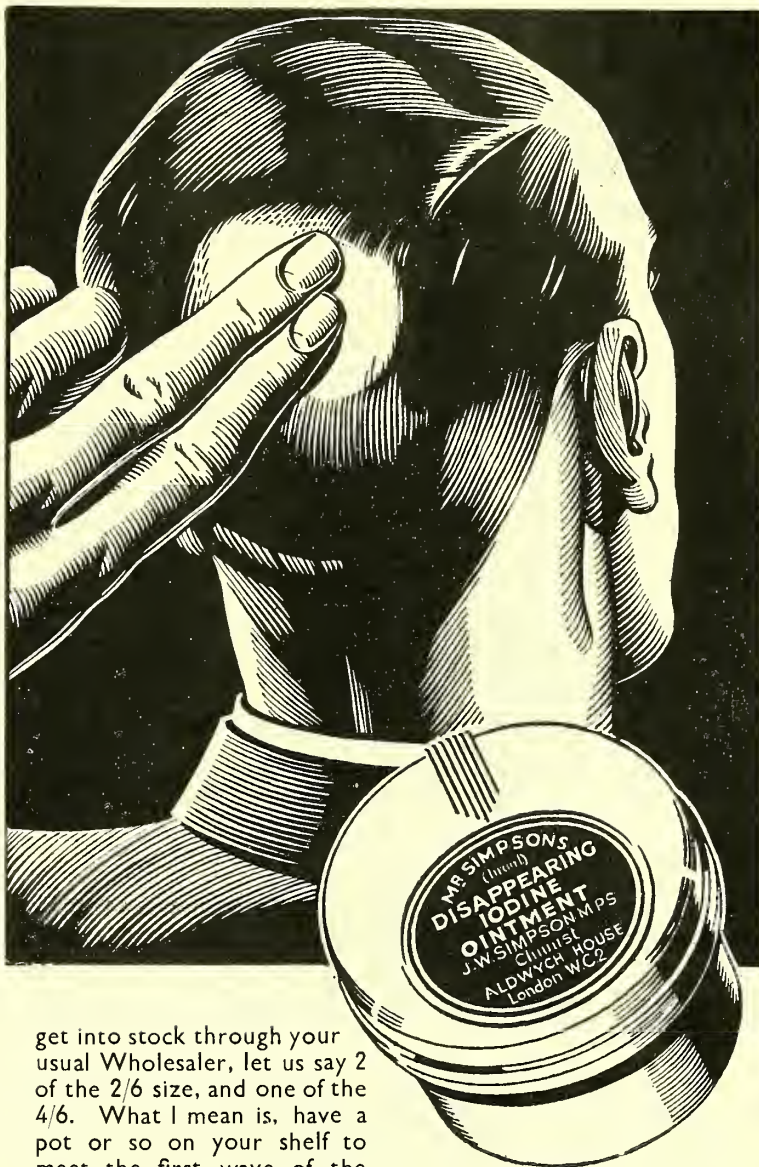
Apart from the additional million or so new sales I shall make this year, 80% of this original million will repeat year by year.

That, apart from what we have already made, is more grist to our mill. (I think we can afford to ignore our disgruntled competitors.)

My locket contains 16 grains Pure Iodine held in a special porous container which liberates the Iodine slowly over 12 months. More Iodine would burn the skin. Less would be ineffective.

I am now starting to advertise on a similar scale my Disappearing Iodine Ointment. It sells at 2/6 and 4/6. Your discount is 33 $\frac{1}{3}$ %. It is very well packed and displayed.

Now, don't start ordering in 3 dozen, half gross or gross lots simply because I am going to advertise extensively. I just want to work together with you and I suggest you



get into stock through your usual Wholesaler, let us say 2 of the 2/6 size, and one of the 4/6. What I mean is, have a pot or so on your shelf to meet the first wave of the demand that will follow the inception of my now-appearing advertising campaign.

The main plank of my advertising is "New Hair on Bald Patches." My ointment contains 4% resublimed Iodine—and, as you know, Iodine—even tincture of Iodine—stimulates the hair roots in a remarkable degree. In addition, the Disappearing Iodine Ointment is announced to perform all the functions of

Iodine and Iodine preparations in skin affections, etc.

Just order from your Wholesaler. If you don't get enough display material, drop me a note.

With best wishes for a good summer season,

Yours sincerely,

J. W. SIMPSON, M.P.S.,  
Aldwych House,  
London, W.C.2.



# *Now, new size* **16**

The new trial size jumped into popularity immediately. Our friends behind the counter were gratified to be able to introduce this trial package to new Customers and the result has been consistent repeat orders to these progressive chemists because the Dr. Singha (Brand) Asthma Cure has proved itself at once to have the speediest action and greater efficiency than any other Asthma remedy, and is now undoubtedly the cheapest and most satisfactory. The continuation of the enormous demand has enabled us to increase the number of tablets in each of the other sizes.

## BONUS OFFER 13 TO THE DOZEN

# Dr. SINGHA (BRAND) ASTHMA CURE

Counter display material supplied on request  
THE DR. SINGHA CO. LTD., CAERNARVON, G.B.



13/- PER DOZEN

**3/-** 26/-  
per dozen

**5/-** 43/-  
per dozen

**12/-** 102/-  
per dozen

**20/-** 172/-  
per dozen

CHILDREN'S SIZES :

**3/-** 26/-  
per dozen

**8/-** 69/-  
per dozen



# *It Pays to Push!*



# New National Advertising Campaign

## casanova

### PERFUME

*This famous French Perfume will be advertised in the leading Illustrated Weeklies and Monthly Magazines commencing immediately.*



ONE OF SEVERAL WINDOW DISPLAYS NOW AVAILABLE.

# Grenoville

*établi PARFUMEUR à Paris depuis 1879*

*Send for complete price-list to-day.*

*All enquiries and correspondence to :*

Grenoville Ltd., 64 Hatton Garden, London, E.C.1. Telephone: Holborn 8028. Telegrams: Grenoville-Smith, London.



# New Lines for the Silver Jubilee Trade



*Lucky Amulets*  
3 dozen in box  
Price 7/6 per gross  
Retail 1d. each



*Jubilee Floral Baskets*  
*Pot Pourri . . . Price 24/- doz.*  
*Retail 2/9*

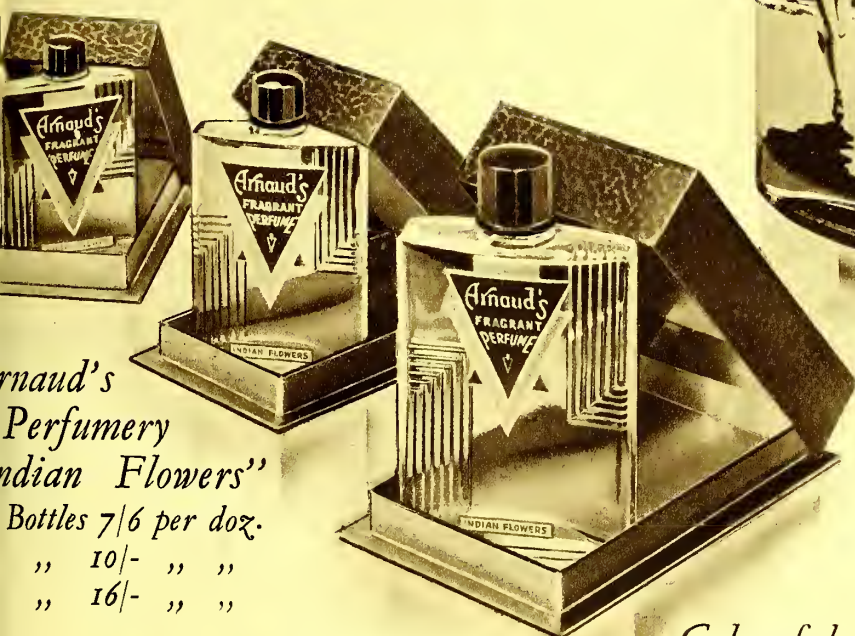
# Potter &

60-64 ARTILLERY LANE  
also at 77 Dantzic Street, Manchester 4





# Safe Summer Lines that will stimulate Your Turnover



Arnaud's  
Perfumery  
Indian Flowers"  
Bottles 7/6 per doz.  
" 10/- " "  
" 16/- " "



Lido  
Sunburn Lotion  
Lido

Suntan Oil  
Both packed in  
6d. Bottles . . 4/- per doz.  
10½d. " 7/6 " "



Colourful  
Showcards with  
each order.

# Clarke Limited

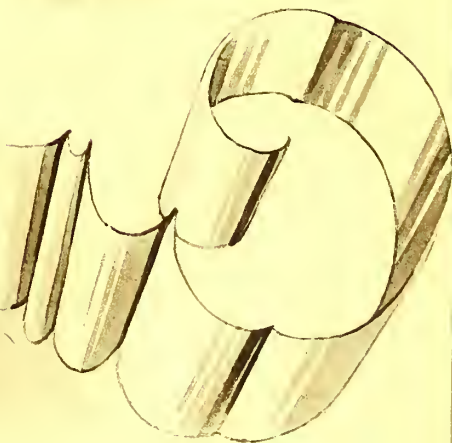
LONDON, E.C.1.

'Phone: BISHopsgate 4761 (5 lines)

'Grams: "Horehound, Phone, London"

'Phone: BLAckfriars 8734.

'Grams: "Horehound, Manchester."





# for Perfumes and the Toilet

A variety  
of moulds  
is at your  
service.

New moulds  
to customers'  
own designs.



## Lax and Shaw Ltd.

Wholesale  
and Export  
only

REGD. OFFICE - ALBERT GLASS WORKS, HUNSLET, LEEDS 10  
THREE FACTORIES - ALBERT, CLARENCE & DONISTHORPE  
'Phone: 21568 (2 lines) • 'Grams: "Feeders, 'Phone," Leeds





# SOLPORT

## BROTHERS LIMITED

184-192 GOSWELL ROAD,  
LONDON, E.C.1



"WATERSPRITE" FACE CLOTHS MAY BE HAD INDIVIDUALLY CELLOPHANE WRAPPED AT THE SLIGHT ADDITIONAL CHARGE OF 6d. PER DOZEN.

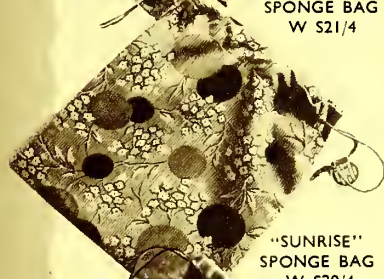
## Watersprite FACE CLOTHS

MADE IN ENGLAND

The knitted Face Cloths which grow in popularity every day. Made in various sizes and styles at prices ranging from 3/- to 11/3 per dozen. Packed in counter display cartons of 2 dozen or 1 dozen as illustrated.



"SPRINGTIME"  
SPONGE BAG  
W 521/4



"SUNRISE"  
SPONGE BAG  
W 520/4



"GLENEAGLES"  
SPONGE BAG  
W 522/4



W 429 "MAYFLOWER"  
TRAVELLING  
COMPANIONS



W 439



## SPONGE BAGS & TRAVELLING COMPANIONS

The styles shown are but a few from  
our extensive new season's range.

FULLY ILLUSTRATED PRICE LISTS ARE NOW READY

Send a post card for your copies to-day, and be early in the field with these  
**SOLPORT WINNERS FOR SPRING AND SUMMER TRADE**





# VISKAPS

## THE ORIGINAL VISCOSE BOTTLE CAPSULES

Ensure security, hygiene and an attractive finish to every bottle.

★ VISKAPS seal and mould themselves to the contour of almost any bottle and stopper. ★ VISKAPS can be printed with lettering or design in fast ink. ★ VISKAPS can be supplied Wet or Dry, and dyed to suit any colour scheme. — ★ VISKRINGS are similar to VISKAPS, except that they leave the top of the closure open, thereby allowing any printing or device to be seen.

WE ARE ALSO MOULDERS IN BAKELITE AND SIMILAR SYNTHETIC RESINS OF ALL THE REQUIREMENTS OF MANUFACTURING CHEMISTS, INCLUDING BOTTLE CAPS, COSMETIC CONTAINERS, SHAVING STICK AND ALUM STICK CONTAINERS, ETC.

Entirely British Made

VISCOSE DEVELOPMENT Co. Ltd., Woldham Rd., Bromley, Kent.

Telephone: Ravensbourne 4561.

Makers of the famous Viskaps for over 30 years.



**FIVE OF THE BEST**  
ENGLISH MADE LOTION BOTTLES  
WITH COLOURED  
BEETLE CLOSURES

WOLFE      BLAKE      MARLBORO      HAWKE      HOOD

These containers are obtainable in 1, 2, 4, 8 oz. capacities and are fitted with "Beetle" closures which can be supplied in various delicate shades to match your labels or boxes.

*Wholesale and export only.*

THE  
**INTERNATIONAL BOTTLE Co. Ltd.**  
**48, FORE STREET, LONDON, E.C.2**

'Phone: MET. 6161 (4 lines)

'Grams: "AUTREFOIS-TELEX-LONDON."



THE CENTRE OF ATTRACTION—

**U.G.B.**

grace & beauty



The Standard of Perfection in  
**GLASS & OPAL PACKAGING**

CRYSTAL Toilet Bottles and Opal Glass Containers are designed and manufactured by the U.G.B. to attract and centre attention by simplicity and beauty. Complete with moulded Korkalite Screw Caps in blending colours the sales value of the contents is greatly enhanced. It is art packaging that SELLS—the exterior symbol of the quality of your product.

**BOTTLE and CAP MANUFACTURED BY**

**UNITED GLASS BOTTLE**  
MANUFACTURERS LIMITED

40-43, NORFOLK STREET,  
STRAND, LONDON, W.C.2

Telephone :

TEMPLE BAR 6680 (10 lines).

Telegrams :

"Unglaboman, Estrand, London."

The Largest Manufacturers of Glass Containers in Europe.



BRITISH

# EPHEDRINE

## HYDROCHLORIDE

Guaranteed to contain only the  
active laevo-rotatory isomer

*Supplied in BULK*  
*or in TABLETS*

**MAY & BAKER**  
LIMITED  
**DAGENHAM**

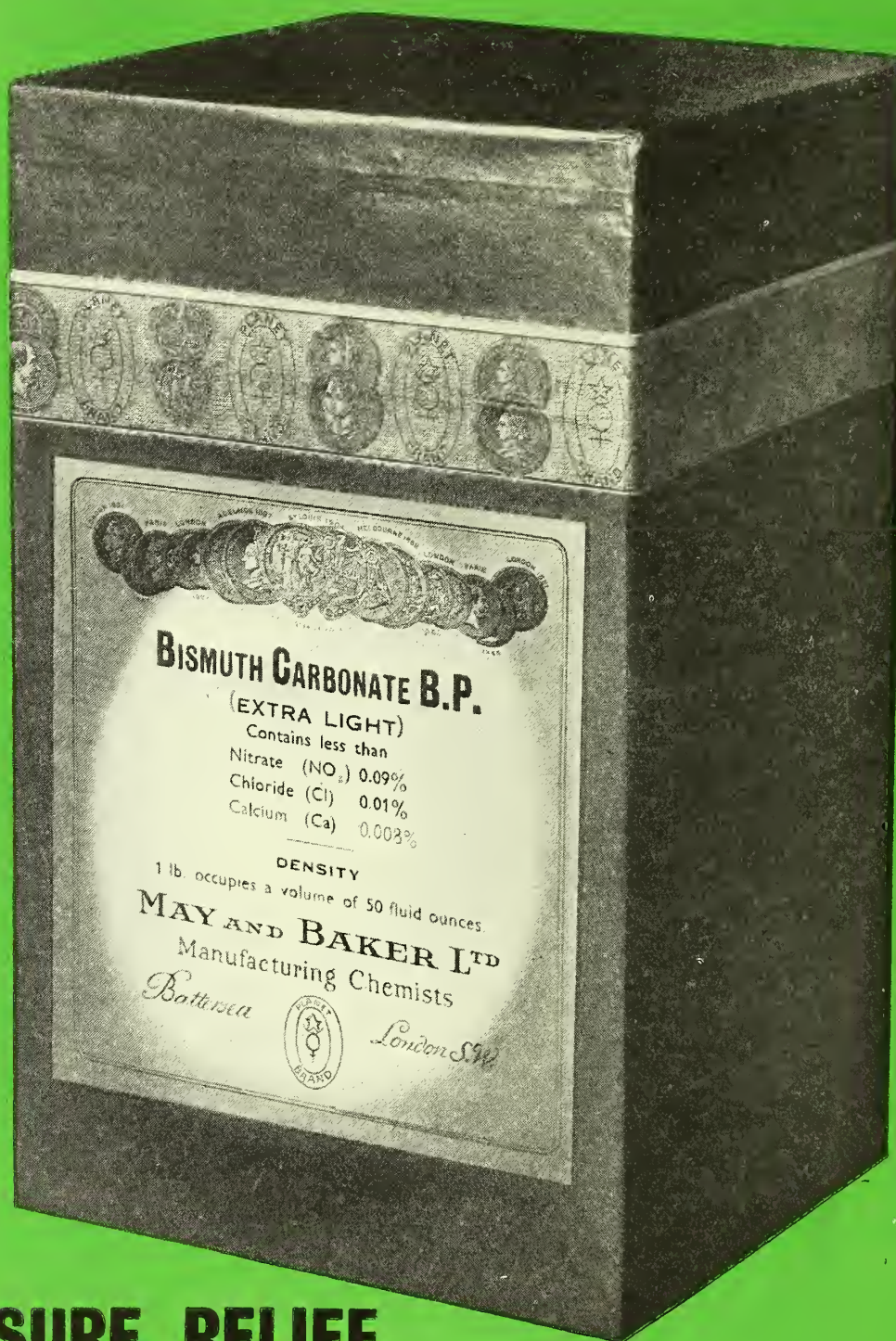
TELEPHONE : ILFORD 3060 (10 LINES)

TELEGRAMS : BISMUTH, PHONE, LONDON



# FOR DIGESTIVE TROUBLES IN ADULTS AND CHILDREN

—dispense *Bismuth Mixture*



**TO ENSURE RELIEF**  
 —dispense the *lightest and Purest*  
*Bismuth Carbonate*

MAY & BAKER, LTD.  
 Dagenham



Adelaide Grey



# THE BOND STREET BEAUTY SPECIALIST

SAYS  
LALEEK BEAUTY PREPARATIONS  
BRING RISING SALES & INCREASED PROFITS

Laleek sales are soaring higher and higher . . . Laleek profits are growing bigger and bigger. Chemists all over the country are proving this week after week. Laleek offers a complete range of medically approved beauty aids, covering all requirements and priced to suit all purses. A nation wide advertising campaign is introducing these preparations to **2 MILLION PEOPLE EVERY MONTH**. Get your share of this profitable business—write for details today.

**ADELAIDE GREY** *Beauty Specialist*  
27, OLD BOND ST. LONDON W.1.

**LALEEK-  
USED BY  
ROYALTY**



IN BULK OR  
READY PACKED  
IN 1½ OZ. & 8 OZ. POTS

**A DELIGHTFUL TOILET CREAM  
UNDER YOUR OWN NAME**

"Ceraton" is a new "all-purposes" non-greasy, antiseptic toilet cream made from an entirely new base. It is supplied either in bulk (Perfumed or unperfumed) for re-packing, or in dainty glass jars, 1½ oz. or 8 oz., under "Ceraton" label or blank for chemist's own name. Prices and sample jar free on request.  
**TRAGASOL PRODUCTS Ltd., HOOTON, WIRRAL, Cheshire**

**THOMAS & LINTON, LTD.,**  
57 Ormond Yard, Great Ormond Street, London, W.C.1  
Telephone: Holborn 5518

**Everhot Bags,  
Canda Products, Iodine Locketts,  
Ephedrol, Litesome Belts**  
Deliveries from London Stock

## Chemists' Fittings

When you want Shop Fittings it will pay you to send to  
**GEORGE COOK**  
The Chemists' Working Shopfitter,  
27 Macclesfield Street, City Road, LONDON, E.C.1  
40 years' experience Phone: Clerkenwell 5371 Rough Sketches free

**Madame Thamar Limited**

have pleasure in announcing the  
opening of a Beauty Salon at

**30 OLD BOND STREET**

on the

**25th March, 1935**

Please continue to address all  
communications to

**Head Office, 2 Beauchamp Place, S.W.3**

## SAFETY RAZOR BLADES TO PRIVATE BRANDS

We are specialists in the production of Safety Razor Blades to Private Brands—Home or Export—Prices competitive—Special wrappers, cartons and labels designed to customers' ideas—In fact your Private Brand complete and ready for sale—Large output available from most modern plant.

**CONSULT:**

**Dominion Steel Corp. Ltd.**  
"Fleet" Works, Queen's Rd., Sheffield, Eng.



**REID'S  
Bamyl  
REGD.  
PINE TAR  
SHAVING  
SOAP**



**& TOILET PRODUCTS**

Plain and  
Mentholated

**They are different—  
—try them**

PROFIT  
MARGIN  
**33 1/3%**

SELLING PRICES

**B  
A  
M  
Y  
L**  
Shaving Stick (Bakelite Container) 1/-  
Shaving Stick (Cardboard Refill) 9d.  
Shaving Stick "JUNIOR" 6d.  
Toilet Skin Soap (per tablet) 6d.

SELLING PRICES

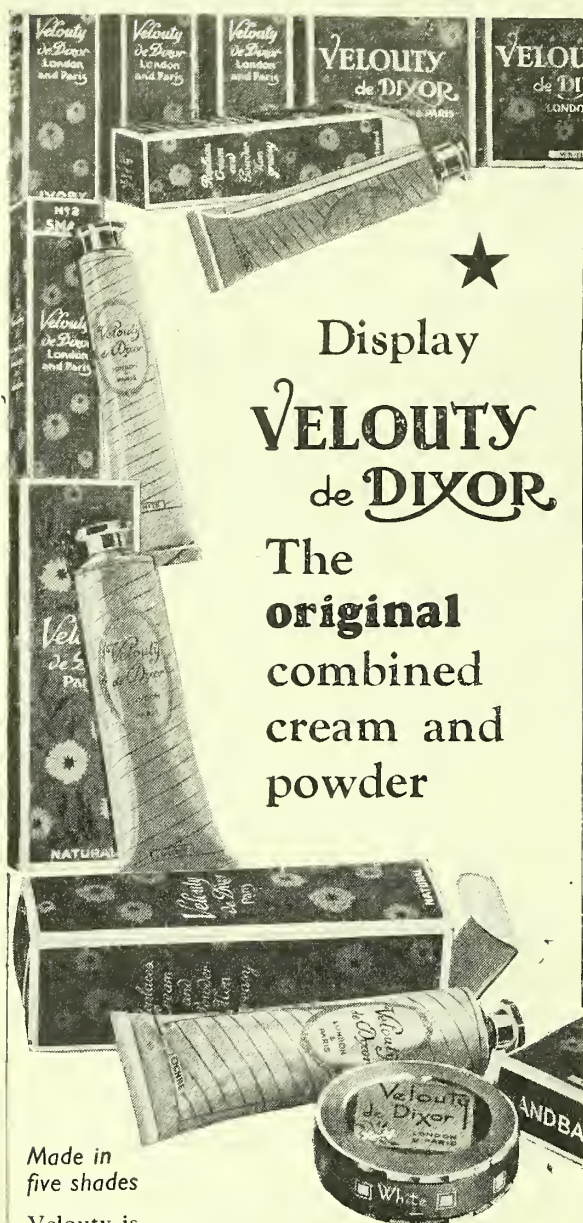
**B  
A  
M  
Y  
L**  
Shaving Cream 1/- (Tube)  
Liquid Shampoo 1/- (non spirit)  
Display Cases  
Showcards  
Pamphlets  
Samples

Sole Makers:

Est. 1868

**THOMAS REID & Sons Ltd., GLASGOW**





★  
Display  
**VELOUTY**  
de DIXOR

The  
**original**  
combined  
cream and  
powder

Made in  
five shades

Velouty is

backed by National

Advertising . . . secure your share  
of the Easter Gift Trade!

Show material sent on request

**P.A.T.A. PRICES :—**

|                     |       | Retail | Wholesale      |
|---------------------|-------|--------|----------------|
| Tube                | No. 1 | 4½d.   | 3/- per dozen  |
| Tube                | No. 2 | 6d.    | 4/- per dozen  |
| Tube                | No. 3 | 1/-    | 7/- per dozen  |
| Tube                | No. 4 | 2/-    | 14/- per dozen |
| Tube                | No. 5 | 3/-    | 22/- per dozen |
| Handbag Pot         |       | 1/3    | 10/- per dozen |
| Unbreakable De Luxe |       | 4/6    | 36/- per dozen |
| Glass Pots          |       | 2/9    | 21/- per dozen |

DIXOR LTD., ST. LEONARD'S WORKS, MORTLAKE, S.W.14

# TOOGOOD'S SOAPLESS SHAMPOO Powders



In Envelopes  
Boxes of 3 dozen, 24/- per gross



In Compressed Tablets  
Show Boxes of 1 dozen  
24/- per dozen Boxes

Manufactured by

**WILLIAM TOOGOOD LTD.**  
77 SOUTHWARK ST., LONDON, S.E.1



# A L'onglex OFFER YOU CANNOT AFFORD TO MISS

A beautifully made display stand and stock cabinet incorporating a unique shade selector, enabling your customer to decide which of the five fashionable shades she prefers

## THIS SILENT SALESMAN IS GIVEN ABSOLUTELY FREE

Coupled with a bonus of

6 X No. 10 LIQUID POLISH (3 NATURAL & 3 COLOURLESS)

3 X No. 20 NEW OILY LIQUID POLISH REMOVER

If you place a 6 dozen assorted order for L'onglex Liquid Polishes, Oily Polish Remover, Cuticle Remover, selected from the list at 4/- per doz.

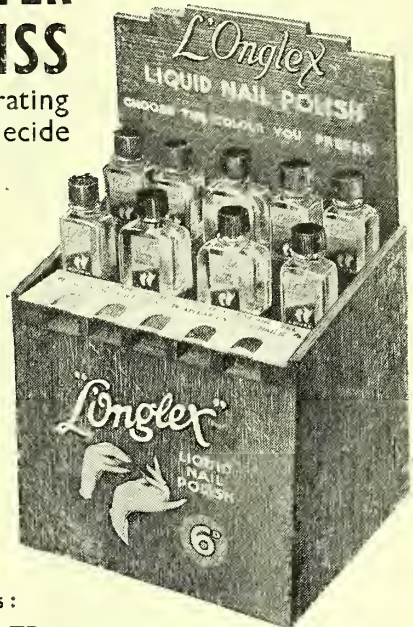
**YOUR OUTLAY 24/- but YOUR PROFIT 68 $\frac{3}{4}$ % or 16/6d.**

Are you fair to your business in missing this golden opportunity?

Sole selling and distributing agents:

**J. C. GAMBLES & CO. LTD.**

215 Blackfriars Road, S.E.1



# KENT

ESTD.  
1777

## 2 ATTRACTIVE MODERN LINES!

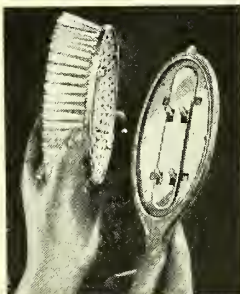
### KENT-COSBY HYGIENIC REFILLABLE HAIRBRUSH

(PATENTED)

- BRISTLES TAKE OUT TO WASH
- HANDLE BACK NEVER SPOILT BY WATER

Also in Military shape. Handle backs in various finishes. Bristle refills in various qualities of pure bristle. Also with rubber cushion base.

Retail prices, with Satin Finish or coloured handles:—  
7/11, 12/6, 18/6, 30/., 45/..



### THE NEW "MESSAGE" SHAVING BRUSH

(PATENTED)

RUBBER  
END

"A RUB-IN MESSAGE GIVES A BARBER'S SHAVE"

- The best Shaving Brush made because the rubber massage brush attached to the end of the handle works the soap right into the roots of the beard, and gives the user all the advantages of a Barber's "Rub-in"—the secret of a perfect shave.
- Its selling points are so compelling that customers will not wait until they need a new brush, but will be induced to purchase a "Kent Massage," thereby creating entirely new sales not available by the presentation of ordinary brushes. Retail prices: 5/9, 10/6, 15/9, 21/-.



### GENEROUS TRADE DISCOUNTS

Made in England by - Attractive Showcards Supplied - Write for further Particulars and Samples

**G. B. KENT & SONS LTD.**

75 FARRINGDON ROAD,  
LONDON, - - E.C.1

Phone: Holborn 5066-7-8. Telegrams: Tricho. London



# IDEAL CARTONS FOR THE CHEMIST TRADE

The unrivalled  
modern service  
of Robinson's of  
Chesterfield will  
meet your needs

## ROBINSON & SONS LTD

Manufacturers of High Class Cartons, Showcards & Display Outers.  
**WHEAT BRIDGE MILLS, CHESTERFIELD.**

# PHOSFERINE PREPARATIONS!

## A NEW LINE!

### PHOSFERINE TONIC WINE



**A** VERY pleasant medicated Wine of highest quality, which contains generous blood enriching, nerve vitalising elements, with the carefully balanced addition of Phosferine, suitably adjusted to the average constitution.

**A leading London Analyst writes :**

"I find Phosferine Tonic Wine to be made from a sound, full-bodied wine of excellent quality. It is free from acidity and all objectionable secondary products of fermentation. The very pleasant flavour imparted to the Wine by Phosferine improves the 'bouquet,' and provides a most delightful beverage."

Phosferine Tonic Wine is supremely beneficial in promoting splendid recovery after Influenza or other illnesses, as it builds up permanent vitality with the strengthened circulation of new rich blood.

**Sells at 3/9 per large bottle. Trade price 32/6 per dozen,  
less 2½% 14 days.**

WINE LICENCE REQUIRED

Orders should be forwarded to the Distributors, L. ROSE & CO., 89, Worship St., E.C.2  
**PHOSFERINE (ASHTON & PARSONS) LTD., LUDGATE HILL, LONDON, E.C.4**



**"CLEMENTS-NEWLINGS" DEPENDABLE FITTINGS****CHROMIUM  
PLATED  
PEDESTALS  
IN 7 SIZES**

No. 2824. All Steel  
Chromium Pedestals  
(Round Section)

Fitted with Rubber Studs  
Stocked in the following sizes:

| Height | Span   | In. | In. | Each | Doz. |
|--------|--------|-----|-----|------|------|
| 9      | 5      | 3/- | @   | 2/10 | ea.  |
| 12     | 6      | 3/6 | @   | 3/4  | "    |
| 15     | 7      | 4/3 | @   | 4/-  | "    |
| 18     | 7 1/2  | 5/- | @   | 4/9  | "    |
| 21     | 7 1/2  | 5/9 | @   | 5/6  | "    |
| 24     | 10     | 7/- | @   | 6/8  | "    |
| 30     | 12 1/2 | 8/6 | @   | 8/1  | "    |

Full lists free.



"CLEMENTS" DISPLAY STANDS ARE USED IN THE CHEMIST AND DRUGGIST MODEL WINDOW DISPLAYS.

"CLEMENTS" PAY CARRIAGE IN ENGLAND AND WALES with the exception of certain goods definitely marked EX-WORKS.

**GLASS SHELVES**

Large range of Shapes and  
Sizes kept in stock.

**JUBILEE DISPLAY**

Jubilee Showcards and Posters  
Jubilee Wreaths and Garlands  
Jubilee Crowns and Shields  
Jubilee Display and Crepe Paper

(Write for special list of Jubilee  
Display material.)

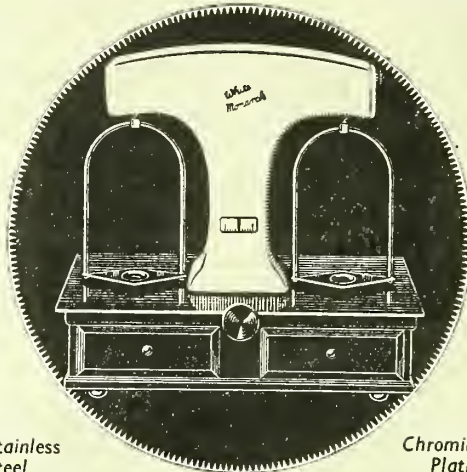
**CLEMENTS, NEWLING & CO LTD**

Manufacturers of Shop Fittings and Display Stands

95 & 96 WOOD STREET - - LONDON, E.C.2  
NATIONAL SS11-SS15

**WHITE MONARCH**

THE  
MODERN ENCLOSED DISPENSING BALANCE



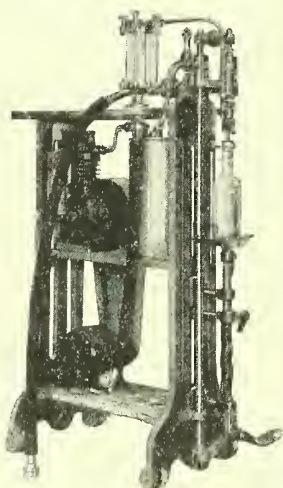
Stainless  
Steel

Chromium  
Plating

Entirely protected from dust and fumes by the white porcelain enamelled housing. Strongly made to withstand hard usage and yet retain its sensitivity

ASK YOUR SUNDRIES HOUSE TO  
SHOW YOU ONE

**WILLIAM A. WEBB, Ltd.**  
4/5 Skinner Street, London, E.C.1

**ROBERTS' PATENT****"LEO" VACUUM FILLER**

for Glass, Stone,  
and Tin Bottles.  
Fills all sizes from  
drachm to quart—  
long, short or  
sprinkler neck.

Clean and Rapid  
No Over Filling  
Broken Bottles  
Rejected  
Easy to Clean  
Self Rinsing

WRITE FOR  
PARTICULARS

**Roberts' Patent Filling Machine Co.**

T. ROBERTS, Proprietor,

33 Roundcroft Street, Bolton, Lancashire

Makers of every description of Bottle Filling and Shallow  
Jar and Tin Filling Machine for the Chemists' use.

ALL RIGHTS RESERVED

**QUICK-SELLING FERTILISERS**

that offer you substantial profits...

**DOUGHTY'S**  
GENERAL PURPOSE FERTILISER,  
POTATO FERTILISERS,  
BONE MEALS, etc.

You will find a ready and constant demand for these  
excellent fertilisers. For value and efficiency, they are  
unequalled—you can recommend them confidently.

Write to-day for 1935 Trade Price List

**DOUGHTY-RICHARDSON**  
FERTILISERS, LTD.  
Horticultural Dept., LINCOLN

WE SUPPLY

**DECORATED TINS**

FOR PACKING

**OINTMENTS**

AND OTHER PRODUCTS.

SAMPLES AND PRICES UPON REQUEST.

**THE CALDICOT TIN STAMPING WORKS LTD.**  
CALDICOT, Nr. CHEPSTOW, Mon.



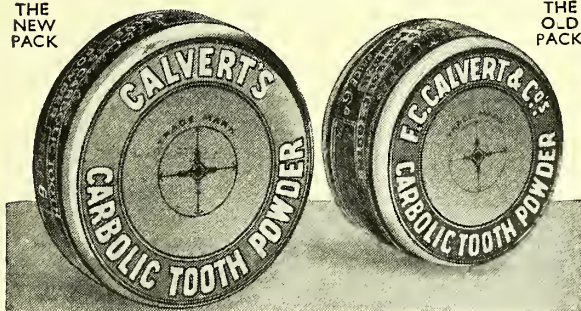
# CALVERTS NEW TINS

The new improved shape 6d. size—wider and flatter—allows the tooth brush to pick up the last piece of powder easily.

- **IMPROVED MODERN PACK**  
makes Calverts easier and more economical to use, more attractive to display.
- **STRIKING NATIONAL ADVERTISING**  
is driving home the advantages of Calverts, recruiting new users every week.

THE  
NEW  
PACK

THE  
OLD  
PACK



## STEADY PROFITS

### STEADILY GROWING

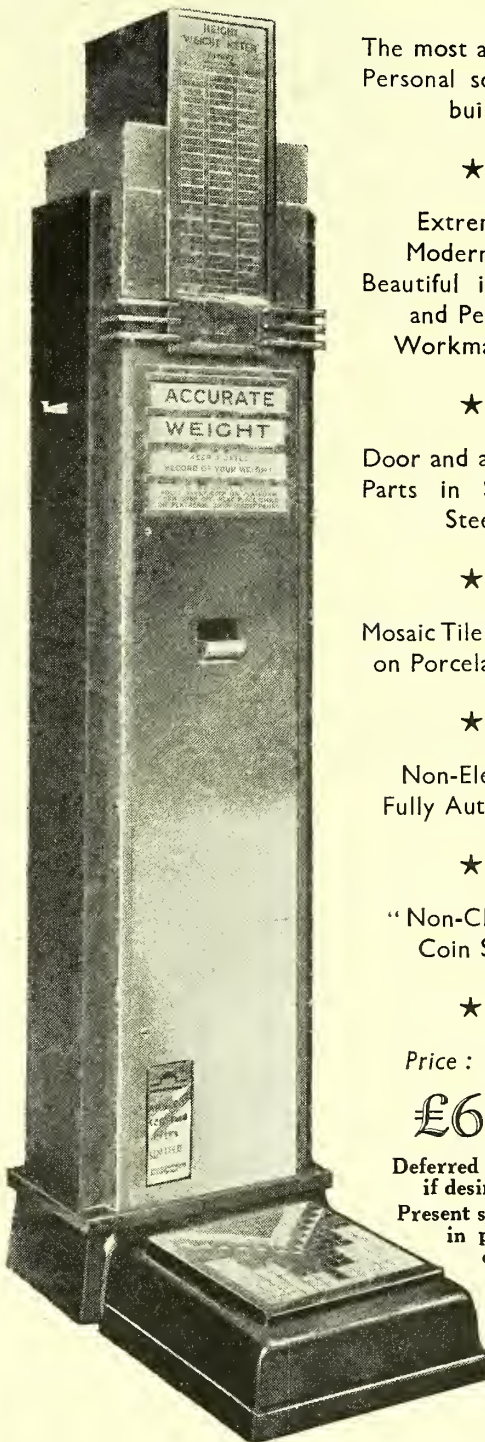
The popularity of Rowland's Macassar Oil as a Hair Tonic and Dressing, is reflected in the steady increase in sales during the past year. Widely known and well advertised, it attracts a high class and profitable trade.

**FAMOUS SINCE 1793**

**A. ROWLAND & SONS, LTD.**  
22 LAYSTALL ST., ROSEBERY AVE., E.C.1

## ROWLAND'S MACASSAR OIL

## THE "MAJESTIC" TICKET ISSUING WEIGHING MACHINE



The most attractive  
Personal scale ever  
built



Extremely  
Modernistic,  
Beautiful in design  
and Perfect  
Workmanship



Door and all Bright  
Parts in Staybrite  
Steel



Mosaic Tile Platform  
on Porcelain Base



Non-Electric  
Fully Automatic



"Non-Choke"  
Coin Slot



Price : Cash

**£65**

Deferred Terms  
if desired.  
Present scale taken  
in part  
exchange

**ANGLO SCOTTISH SCALES Ltd.**  
5 CHARLES LANE, LONDON, N.W.8



## DYANESE DYES

irresistibly appeal  
to ALL women.

Packed in Pictorial  
cartons containing  
1 dozen dyes.



The DYANESE Stocking Dye has a tremendous feminine appeal. Faded stockings come up just like new.

These dyes sell themselves if displayed on your counter in dainty display outer which takes up little room.

National advertising campaign is greatly stimulating demand. Watch your stocks.

In 16 new exquisite shades.

|                 |                    |
|-----------------|--------------------|
| 101 Crevette    | 109 Gazelle        |
| 102 French Nude | 110 Oak            |
| 103 Caramel     | 111 Suntan         |
| 104 Cocoa       | 112 Beige          |
| 105 Rosita      | 113 Dago           |
| 106 Mushroom    | 114 Shadow         |
| 107 Brunette    | 115 Florence Mills |
| 108 Dusky       | 116 Gunmetal       |

Retail 2d. 16/- gross.

(BLACK retail 3d. 24/- gross.)

## DYANESE

### STOCKING DYE

Made by DYANESE Ltd. Olympia Bldgs., BLACKPOOL

Sales Agents:

W. B. CARTWRIGHT LTD., RAWDON, LEEDS

● Recommend STRIPPIT—The Safe Dye Remover ●



A Section of Foot Clinic.

## CHIROPODY

Our London and Manchester Foot Hospitals treat over 2,000 cases weekly—each student treats a minimum of 500 patients during the term.

Chemists who have opened Chiropody Departments have increased their prestige with the medical profession, and are giving better service to their customers. Many have sent sons or daughters to this School for the full time—four months' intensive Training Course to equip them for a dignified and independent career.

New Term starting shortly.

Write for Prospectus

Dept. 90, National School of Chiropody  
28 Bury New Road, Strangeways, MANCHESTER

## WESTMINSTER COLLEGE OF PHARMACY

Founder: G. S. V. WILLS, Ph.C. Principal: P. H. WOODNOTH, Ph.C., F.C.S.

### DAY CLASSES

Revision Courses for Preliminary Scientific and Qualifying Examinations now being held.

NEXT TERM COMMENCES ON APRIL 3rd.

### POSTAL COURSES

Preparatory Courses in all Subjects. Fee £1-1-0  
Special Test Papers are available for revision.

Prospectus for Postal or Day Classes on application to the Principal:

190 Clapham Road, London, S.W.9

Phone: Reliance 3728.

## LONDON COLLEGE of Pharmacy

Founded by H. WOOTTON, B.Sc. C. W. GOSLING, Ph.C.  
Principal: IRVINE G. RANKIN, B.Sc., Ph.C.

Specialists in Training Pharmacists.

NEXT TERM COMMENCES APRIL 3rd.

Preparatory Postal Courses available for Apprentices & Juniors.

Full P.S. course—APRIL TO SEPT.

Revision P.S. & C. & D. APRIL TO JUNE

### “Essentials of Pharmacy”

New Edition 66 post free.

361 CLAPHAM ROAD, S.W.9

Telephone—BRIXTON 2161

YOU MUST HAVE  
AN AUTOMATIC MACHINE  
AT THIS PRICE!



ROLL FILM  
SLOT MACHINES

75/-  
60/-

To hold  
36  
FILMS

NETT PROMPT CASH  
PACKED FREE—CARR. PAID  
Machines to take 14 films—50/- each

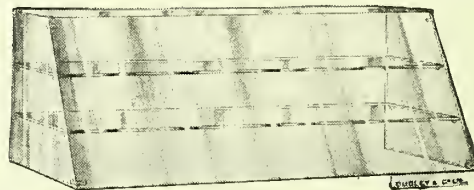
SELO



KODAK

UNIVERSAL

THE MOTTRIX SALES CO.  
52 Queen Victoria St., LONDON, E.C.4



No. C.D.F. 4480. The Chemists' Frameless Counter Screen and Case. Connected with chromium-plated clips. New 1/2" drawplate glass throughout. 2 shelves inside, open at back. 48" long x 18" high x 12" back to front at bottom (7" at top).

59/6 each

Fully illustrated List, No. C.D. 1500, of Display Stands, Cases, etc., free on request.

DUDLEY & COMPANY, Ltd., Holloway, London, N.7  
City Showrooms: 65 Fore Street, E.C.



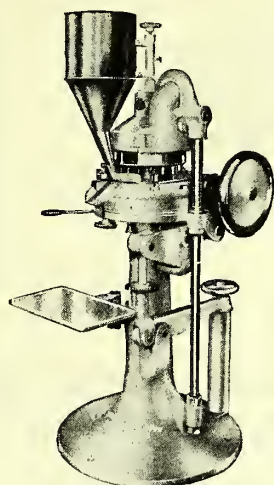
**REDUCE THOSE COSTS .....**

# **ROTARY TABLET MACHINES—**

**—the last word in speed and efficiency**

These Machines are recognised by the leading manufacturers to be the best and most efficient tablet compressing machines.

## **STOKES MANESTY ROTARY TABLET MACHINES**

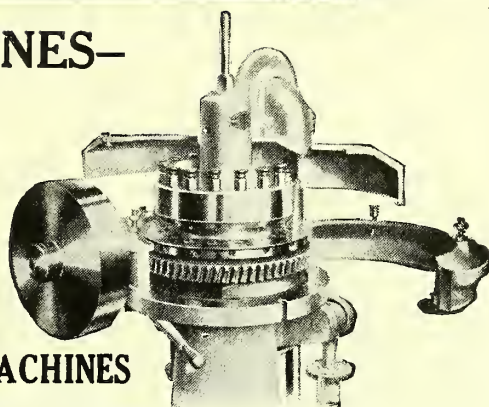


**"B" Rotary**

### **SPECIFICATIONS:**

#### **The "B" Machine**

Output: 400-500 tablets per minute.  
Power Required: 2 h.p.  
Size of Tablets:  $\frac{3}{16}$  to  $\frac{1}{2}$  in.  
Maximum Depth of Fill:  $\frac{11}{16}$  in.  
Floor Space:  $28 \times 38$  ins.  
Speed: 400 r.p.m.  
Weight: 1,080 lbs.



#### **The "D" Machine**

Output: 300-350 tablets per minute.  
Power Required: 2 h.p.  
Size of Tablets: Up to 1 in. diam.  
Maximum Depth of Fill:  $\frac{11}{16}$  in.  
Floor Space: About  $44 \times 30$  ins.  
Speed: 400-500 r.p.m.  
Weight: 13 cwt.

Please write for our illustrated catalogue.

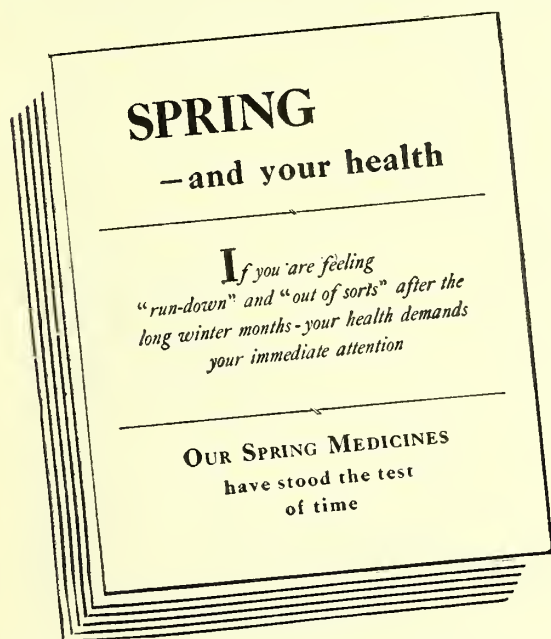
**THOMPSON & CAPPER WHOLESALE LTD.**

*Makers of Chemical and Pharmaceutical Machinery*

**MANESTY BUILDINGS, 5 COLLEGE LANE, LIVERPOOL**

**..... SAVE TIME AND LABOUR**

*A Popular Service for the Chemist*



## **THE C. & D. SHOWCARD SCHEME**

*The Second Set of Six Topical Showcards has been enthusiastically received. Sets are being despatched to Chemists everywhere*

**Order your set now. Price 2/6 per set post free**

*The*  **CHEMIST AND DRUGGIST**

28 ESSEX STREET, LONDON, W.C.2

Telephone: Central 6565 (8 lines)



# PRECIPITATED CHALK

**LIGHTEST—MEDIUM—DENSE.**  
And All Other Grades To Suit Every Purpose.  
Prepared Chalk B.P. and Powdered Talc.

\*Phone: Mansion House 7300. Tel. Add.: "Levermore, Phone, London."  
**A. LEVERMORE & CO. LTD.** ABC Codes,  
110 CANNON STREET, LONDON, E.C.4. 6th Edition.



Advertised from January to December and never fails to give satisfaction. Also **SU-CAN** Soluble for instant disposal.

From your Wholesale House, please.

**ROBINSON & SONS LTD. CHESTERFIELD & LONDON**

**GUMS** **TRAGACANTH AND ARABIC**  
As Imported or Finely Powdered  
**ALL GRADES**  
**FREDK. FINK & CO., 10 & 11 Mincing Lane, London, E.C.3**  
Telephone: Mansion House 5094

*Eau de Cologne . . . Lavender Water*  
**ALL TOILET PREPARATIONS**  
*Low, Son & Haydon, Limited*  
**5 QT. QUEEN ST., LONDON, W.C.2** COURT  
TELEPHONE: HOLBORN 4007 EST. 1790 PERFUMERS



**SHADEINE**  
**FOR TINTING GREY HAIR**  
This popular article is largely advertised and stocked by all Wholesale Houses.  
Trial size 8d., per doz. . . . . 6/-  
1/4 size, per doz. . . . . 12/-  
2/6 size, per doz. . . . . 24/-  
3/9 size, per doz. . . . . 36/-  
**The SHADEINE Co., 58, Westbourne Grove, London, W.2**

**OPTICAL TUITION**  
**FOR THE**  
**S.M.C., B.O.A. and N.A.O. DIPLOMA Examinations**  
Particulars:—  
**C. A. SCURR, F.S.M.C., F.B.O.A., F.N.A.O., F.I.O., F.C.O., M.P.S.**  
**50 HIGH STREET, BARNET, LONDON, N.**

**CONTRACEPTIVES**  
We have been supplying Contraceptives of all kinds now for over 30 years and our well-known **Safeguard & Empire** Brands are still as popular as ever. **THESE FACTS SPEAK FOR THEMSELVES** and prove the confidence we have secured which is the fundamental principle in selling these goods.  
All our Brands are guaranteed to be of the finest manufacture.  
Write for complete Price List and Samples.  
**BURGE, WARREN & RIDGLEY, LTD.**  
91-92 Great Saffron Hill, London, E.C.1

ESTABLISHED 1793.

**ATKINSON & BARKER'S**  
**INFANTS' PRESERVATIVE**

The Best and Safest Infants' Medicine of 140 years' standing.

Does not contain any Scheduled Poison.

**ROBERT BARKER & SON, LTD.,**  
13 WESLEY ST., C. on M., MANCHESTER.

**OTEG** **EGG PRESERVATIVE**  
Store eggs dry in box for 10 months  
Sold by Harrods, Barkers, Selfridges, Boots, Timothy White's, etc.  
**SOZOL (1924) LIMITED,**  
Dashwood House, Old Broad Street, London, E.C.2.

**6d. TANNA BRAND LIVER PILLS**  
**ARE QUICK SELLERS IN ALL DISTRICTS**  
1 Dozen at 4/-, 3 dozen at 3/9, 6 dozen at 3/6. Carriage paid. Cash with Order or through your usual wholesaler. **Special Offer.**—To Chemists who do not already stock we will forward 1 Doz. Carriage Paid on receipt of P.O. 2/- 1 Doz. only to each shop at this price.  
**Bert Singleton (Chemist), Spring Hill, Accrington, Lancs.**

**25 YEARS' EXPERIENCE IN CHEMISTS' COMPANY REGISTRATION**  
Put your Company Registration and Audits in the hands of a specialist. 25 years' Drug Trade experience must count for something. Write for special reduced terms and advice to  
**A. BERNARD SLACK**  
721 Princess Rd., West Didsbury, Manchester

**TUTORIAL PHARMACY**  
(Being the Second Edition of "Pharmacy: General and Official.")  
By J. W. COOPER, Ph.C. This volume forms an exceptionally sound and thorough course in Pharmacy to meet the requirements of the syllabus of the Pharmaceutical Society's Qualifying Examinations. It helps the student to gain an accurate knowledge of the examiner's requirements and makes him keen to pursue his studies. 411 pp. 10/6 net.  
Order from a Bookseller or from:—  
**PITMAN, PARKER STREET, KINGSWAY, LONDON, W.C.2**

**FREE and POST FREE**  
**NEW CO-RE-GA CARD**  
Display it and increase your sales  
**THOS. CHRISTY & Co., Ltd., Old Swan Lane, London, E.C.4**



# An apology

I, .....*Radha...Koshna*....., Proprietor of the Indian Hazleano Manufacturing Company of Benares City, India, tender to Messrs Burroughs Wellcome & Co. my humble apology for infringement of their trade marks "Hazeline'Snow" and snow clad mountain devices and agree to publication of this apology.

I hereby undertake to withdraw from sale and to destroy all labels, cartons and other printed matter which simulate the get-up or style of "Hazeline'Snow", by the use of snow clad mountain devices, and will make no further use of the term "Hazleano" in the trading style "The Indian Hazleano Manufacturing Company"

Dated this *twenty first* day of *December* 1934.



*अवगत्य अरु सुराज*

The registered Trade Mark "HAZELINE'SNOW" denotes specifically a Burroughs Wellcome & Co. product. Manufacturers and vendors of imitations are rigorously prosecuted in the interests of dealers, the public and ourselves.

FRAUDULENT PRODUCT

## “HAZELINE'SNOW”

(Trade Mark)

The original non-greasy toilet preparation. Supreme quality defies imitators. Known by discriminating purchasers everywhere and is, in consequence, a profitable product to display.

DISPLAY MATERIAL ON REQUEST

Collapsible tubes, 5/5 per doz.

Glass pots, 15/- per doz.

London Prices to the Trade (Subject)



**BURROUGHS WELLCOME & CO.**  
LONDON



G 1854

COPYRIGHT





CINET

# Silver Jubilee Solid Perfume

## Souvenir Locket

*This Locket is in the form of a medallion, on one side of which appear the heads of King George and Queen Mary in relief; on the reverse side the words "Silver Jubilee 1935" also in relief. The perfume of the Locket being very concentrated, will last for many months. The Locket may be worn round the neck or pinned to the coat etc. Each one is ribboned with Jubilee blue coloured ribbon pinned ready for use. Each Locket is in a tray and the whole covered with dust proof transparent wrapping.*

12 Lockets on a Showcard. RETAIL  
PRICE **6d.** EACH.

### PRICES.

|         |            |            |         |            |            |
|---------|------------|------------|---------|------------|------------|
| 1 dozen | <b>3/6</b> | per dozen. | 6 dozen | <b>3/2</b> | per dozen. |
| 3       | <b>3/4</b> | „ „ „      | 12      | <b>3/-</b> | „ „ „      |

Special quotations for larger quantities.

An order for 3 dozen sent Post Free.

Write at once for a supply to—

## **WARRICK BROTHERS, LTD**

*The Reliable House with more than a Century's Experience.*

**Nile Street, City Road, London, N.1.**

Telephone : Clerkenwell 2452 (two lines).

Telegrams : Warrickers, Nordo-London.



---

# **IT WILL PAY YOU TO CONSULT US**

---

**FOR  
PERFUMERY RAW MATERIALS**

---

**WE MANUFACTURE AND IMPORT  
A COMPLETE RANGE OF THE  
FINEST ESSENTIAL OILS  
SYNTHETIC & AROMATIC CHEMICALS  
NATURAL FLOWER PRODUCTS  
TERPENELESS OILS  
VANILLOES**

---

## **COMPOUND PERFUMES**

**FOR  
EXTRACTS, POWDERS, CREAMS, LOTIONS, BRILLIANTINES,  
BATH SALTS. ENQUIRIES ATTENDED TO BY RETURN**

---

**OUR NEW EXPORT LIST NOW READY AND WILL BE  
FORWARDED ON APPLICATION**

---

# **CHAS. ZIMMERMANN & CO. LTD.**

**St. Mary-at-Hill, LONDON, E.C.3**

**MANUFACTURERS, IMPORTERS AND EXPORTERS**

Telegrams: Inland: ACIDOLAN, BILGATE, LONDON. Foreign: ACIDOLAN, LONDON.

Telephone: MANSION HOUSE 6005 (4 Lines)



# Elfrida

## ===== Aids to Beauty ===== *The Most Popular Selling Line to-day . . .*

Elfrida sales are going up by leaps and bounds. Within twelve months Elfrida has become one of the biggest sellers and profit-makers in the country. This remarkable success is due to the superb excellence of the Elfrida range of inexpensive Beauty Aids and to the consistent backing which is given to Elfrida stockists in the way of continuous advertising, attractive show material and the issue of an attractive booklet full of beauty hints, which is being sent free to thousands of applicants throughout the country. Reasonable supplies of these booklets for over-counter distribution will be sent on request.

We are continually adding winners to the Elfrida series and we recommend you to enquire of our travellers for information.

Elfrida series can be obtained through all the usual wholesalers or parcels are sent carriage paid £2 nett value. "Elfrida" eclipses everything in perfumery value. Get your share of the Elfrida business by writing to-day to:

ELFRIDA PERFUMERY CO., RAWDON, LEEDS

---

---

» *Superb Quality at a Popular Price*

---

---

# Elfrida

## Aids to SALES



*Elfrida Advertising  
is Appearing in the  
following Periodicals*

Weldon's Ladies' Journal  
Weldon's Home Dressmaker  
Weldon's Bazaar  
Weldon's Good Taste  
Woman and Beauty  
Everywomans  
Picturegoer  
Mab's Weekly  
Miss Modern  
True Story  
Woman's Weekly  
Film Pictorial, etc., etc.

### DISPLAY MATERIAL

Display this attractive showstand in your window showing the public you stock Elfrida.



*"Elfrida  
Aids to Beauty"*

is a profusely illustrated booklet of valuable beauty hints composed by a well-known Beauty Specialist and is in great demand.



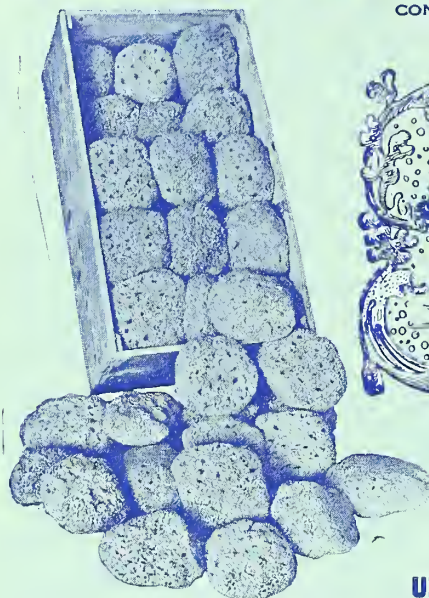
## Makes Elfrida a Quick Seller





# THE SPONGE HOUSE

CONTRACTORS TO H.M. GOVERNMENT



## LARGEST SPONGE WAREHOUSES IN THE WORLD

With the largest stocks of all Sponges imported direct by us from the Fisheries at lowest prices. Buyers are invited to call and inspect our large and varied stocks, and they will convince themselves that they are dealing in the "CHEAPEST MARKET."

### IMPORTANT NEW DEVELOPMENT

SPONGES SENT TO ANY PART OF THE WORLD. PARCELS POST FREE

The contents of the above cases will be press-packed and sent post free to Colonial and Foreign buyers within the radius of parcels post free. All that is necessary is that the sponges be placed for a short time on arrival under damp cloths, when they will assume their original size and shape. We are enabled, by this method, to dispatch a large quantity of sponges without incurring expense of freight to buyers.

Terms 2½% Cash with Order

### SPONGES ALWAYS MAKE SUITABLE GIFTS ALL THE YEAR ROUND

We have had an increasing demand for Presentation Sponges this year. There is no doubt that if people could only be made "Sponge minded," by seeing these boxes, every one would be glad of such a suitable addition to the limited selection of Useful Gifts. Why not set up a display of these Fine Sponges for the Season. We shall be pleased to submit a selection On Approval.

Show Cards with all orders

| No. XX. | Choice quality, Selected Shapes, Honeycomb Sponge, wrapped and in Fancy Box | ... | ... | ... | 2/6 each |
|---------|---|-----|-----|-----|----------|
| No. X1  | "   | "   | "   | "   | 5/-      |
| No. X2  | "   | "   | "   | "   | 7/6      |
| No. X3  | "   | "   | "   | "   | 10/-     |
| No. X4  | "   | "   | "   | "   | 12/6     |
| No. X5  | "   | "   | "   | "   | 15/-     |
| No. X6  | "   | "   | "   | "   | 20/-     |
| No. X7  | "   | "   | "   | "   | 25/-     |
| No. X8  | "   | "   | "   | "   | 30/-     |

Subject to 33½% discount.

### UNBLEACHED MEDITERRANEAN SPONGES in Original Cases

**HONEYCOMB**  
Extra Choice.  
Finest Texture & Shape.  
The Pick of all the Fisheries.

| Pieces in Case. | Average Price per Piece. |
|-----------------|--------------------------|
| 300 Toilet at   | 9d.                      |
| 250 " "         | 1/-                      |
| 200 " "         | 1/6                      |
| 160 " "         | 2/-                      |
| 140 " "         | 2/6                      |
| 120 " "         | 3/-                      |
| 100 " "         | 3/6                      |
| 90 Medium Bath  | 4/6                      |
| 80 " "          | 5/6                      |
| 72 " "          | 6/6                      |
| 60 " "          | 7/6                      |
| 45 Large        | 8/6                      |
| 30 " "          | 10/6                     |
| 24 " "          | 12/6                     |

**HONEYCOMB**

Toilet & Bath.  
Good 2nd Quality.

| Pieces in Case. | Average Price per Piece. |
|-----------------|--------------------------|
| 180 at          | 9d.                      |
| 170 " "         | 1/-                      |
| 160 " "         | 1/6                      |
| 150 " "         | 1/9                      |
| 140 " "         | 2/-                      |
| 120 " "         | 2/6                      |
| 110 " "         | 3/-                      |
| 90 " "          | 3/6                      |
| 80 " "          | 4/-                      |
| 75 " "          | 4/6                      |
| 70 " "          | 5/-                      |
| 65 " "          | 5/6                      |
| 60 " "          | 6/6                      |

**HONEYCOMB**

3rd Shape.  
Toilet and Bath.  
Largest Sponges obtainable at the Prices.

| Pieces in Case. | Average Price per Piece. |
|-----------------|--------------------------|
| 250 at          | 6d.                      |
| 200 " "         | 8d.                      |
| 180 " "         | 9d.                      |
| 160 " "         | 1/-                      |
| 140 " "         | 1/3                      |
| 120 " "         | 1/6                      |
| 100 " "         | 1/9                      |
| 90 " "          | 2/-                      |
| 80 " "          | 2/6                      |
| 60 " "          | 3/-                      |
| 45 " "          | 4/6                      |
| 30 " "          | 5/-                      |

**FINE TURKEY CUPS**

1st Quality.  
PICKED SHAPES.

| Pieces in Case. | Average Price per Piece. |
|-----------------|--------------------------|
| 300 at          | 1/-                      |
| 250 " "         | 1/3                      |
| 200 " "         | 1/6                      |
| 175 " "         | 1/9                      |
| 150 " "         | 2/-                      |
| 140 " "         | 2/6                      |
| 100 " "         | 3/-                      |
| 90 " "          | 3/6                      |
| 80 " "          | 4/-                      |
| 70 " "          | 4/6                      |
| 60 " "          | 5/-                      |
| 50 " "          | 6/-                      |
| Bath Selected   | 45 " 6/6                 |
| 40 " "          | 7/6                      |



## CRESSWELL BROTHERS

Branch of International Sponge Importers, Ltd.

Sponge Importers, Exporters and Merchants, and Chamois Leather Dressers,  
18 & 19 RED LION SQUARE, LONDON, W.C.1

With the Largest Stocks of all Sponges Imported direct by us from the Fisheries at Lowest Prices. Write for Prices. We invite Competition.

# "WHAT A TALE OF LOST OPPORTUNITY!"

## SAYS JANE SEYMOUR

This actually happened. I was in a chemist's shop buying some necessary toothpaste, and a young woman walked in.

"I want some Jane Seymour preparations," she said, and before the man had time to speak, she went on: "I'd like a pot of Orange Skin Food, a bottle of Juniper Skin Tonic, and a largish pot of Cleansing Cream."

"I'm sorry, madam," said the man, oh, ever so politely, "we don't stock Jane Seymour, but we could get them for you, of course."

The young woman's face fell. "Oh bother," she said. "But I want them *at once!* Oh well, it doesn't matter. I know another shop not so far away that has them. I've seen them in the window."

And off she walked

Now, if I didn't hate to point morals, I'd say a good stock of Jane Seymour in the shop is worth any number of emergency orders in the post!

My advertising for Jane Seymour preparations in the fashionable periodicals and press is getting under women's skins, and any retailer who joins me now can look forward to a steadily growing demand.

★ *Just write, or better still, call when you're in Town at Jane Seymour,* ★  
*23 Woodstock St., Bond St., London, W.1, and I'll give you all particulars*



# R. Demuth's Elegant Preparations

## Carnate NAIL POLISH

*PRODUCES A NATURAL  
BRILLIANT POLISH*



NOW OBTAINABLE IN THE NEW SCREW-CAP CONTAINER  
1/9°

## Frozoclone

REGD.

The Original  
Solid Eau de Cologne

Retail 3/6 & 2/-  
Per doz. 28/- & 16/-

## Carnate Nail Polish

Produces a natural brilliant polish.  
Waterproof and Antiseptic. Now  
obtainable in a new container with  
screw cap, as illustrated.

Retail 1/9  
Per doz. 14/-

## Analax

The Popular Fruit Laxa-  
tive in Pastille Form 2/3  
per doz. 21/-

## Harmozan

Pineneedle Extract  
Bath Squares 3/9 & 2/-  
per doz. 30/- & 16/-

## Mirados

Preventative against In-  
sect Bites. 1/3 per bott.  
per doz. 10/-

## Risiccol

Demuth's Castor Oil Powder  
—in boxes containing 20  
single dose bags, 3/-  
per doz. 27/- Also in Bulk

## Muthol

Paraffinum Liquidum in Solid  
Emulsion, in three flavours,  
Raspberry, Orange & Lemon.  
Reputed 1-lb. Jars 4/-  
per doz. 32/-

See that you secure these  
Handsome Showcards illustrated here

# R. Demuth's Laboratories

Phone :  
MAIDA VALE 5340

68 SALUSBURY RD., & MONTROSE AV., N.W.6



*This  
Beautiful  
Showcard  
in full  
colours  
will enhance  
the appearance  
of any  
Pharmacy  
and will  
prove an  
incentive to  
increased  
sales of  
"Frozoclone"  
the Original  
Solid  
Eau de  
Cologne*

IN TWO SIZES  
3s. 6d. & 2s. 0d.  
Wholesale 28/- & 16/-  
P. A. T. A.

# Frozoclone

*There's  
nothing quite  
so refreshing*



THE ORIGINAL SOLID EAU de COLOGNE

2/- and 3/6



## Display— your best salesman

Beauty products do not sell by merit alone. The roving eye must first be arrested by an attractive appearance. So we evolved for the Buty-Tone series a distinctive and inviting pack which is one of the neatest and most intriguing ever offered at any price.

A well-arranged display of Buty-Tone is in itself sufficient to focus attention on your shop and bring new customers inside. And the preparations themselves are so splendidly effective that thousands of women, having tried Buty-Tone, will use no other.



Every item in  
the Buty-Tone  
series is  
**PRICELESS**  
—but  
only **2/-**

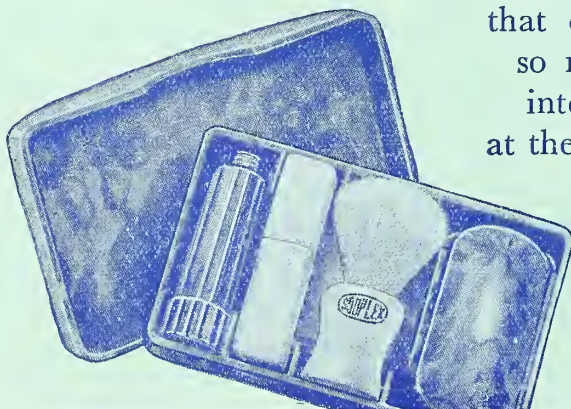
# Buty-Tone

**ROBEL LTD.**

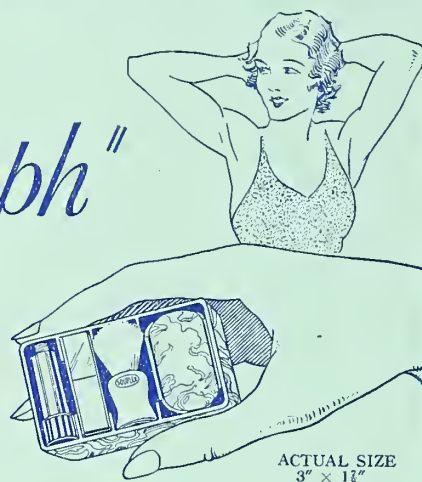
*Eagle House,*  
Jermyn St., London, S.W.1

## The Souplex "Nymph"

The Souplex "Nymph" is undoubtedly the daintiest ladies' shaving set ever produced. A bakelite razor with extending handle, brush, soap and Souplex "Nymph" Blades all in an artistic bakelite case little larger than a match box. It retails at 3s. 6d. and will be in great demand with your lady customers.



The Ladies'  
Shaving Set  
that created  
so much  
interest  
at the B.I.F.



**ORDER SUPPLIES  
OF THIS ATTRACTIVE  
BAKELITE LADIES'  
SHAVING SET NOW!**

*made by Souplex Ltd., Morecambe*

# B R O N N L E Y ' S

## English Fern

Exclusive Soaps and Toiletries  
are recommended to all who appreciate Quality



### BRONNLEY'S ENGLISH FERN

#### BATH CRYSTALS

18/- and 26/- per doz.  
2/6 and 3/6 each, retail

#### BATH SOAP No. 1007

76/- per gross tablets  
(13 to the doz. for display)  
9½d. per tablet  
4/6 per box, retail

#### BATH DUSTING POWDER

21/- per doz.  
3/- per box retail

#### BEAUTY SOAP

20/- per doz. boxes  
2/6 per box, retail

Above are illustrated four most popular lines from Bronnley's English Fern series, in which are also included Bath Cubes, Bath Essence, Talcum Powder and an exquisite Perfume

## B R O N N L E Y

L O N D O N

H. BRONNLEY & CO. LTD., ACTON VALE, LONDON, W.3



# Dr. Page-Barker's GUARANTEED Scurf Lotion

The recognised specific for  
SCURF and DANDRUFF  
Known and Sold everywhere

A GUARANTEE  
WITH EVERY BOTTLE

*That's what sells it!*

per 18/- doz.

Smart Show matter

**2/6**

P.A.T.A.

THOS. CHRISTY & CO., LTD.  
4-12 Old Swan Lane, London, E.C.



Let **EUCOS**  
manufacture  
for you

Advertising or clever salesmanship may secure the first sale, but permanent success and business good-will depend upon giving the user a quality product. Your goods must gain repeat sales on their own merit.

We are manufacturers of private brand cosmetics. We depend for our success on the way our goods satisfy you and your customers. That our business continues to show a healthy growth is a sure indication that our goods are right. Our prices, too, are right—we can manufacture at less cost than most firms can produce themselves.

Our goods are supplied in bulk or packed ready for labelling.

We make some of the best known lines for other people. Why not ask how we can be of service to you?

## EUCOS PRODUCTS INCLUDE

CREAMS  
SKIN FOODS  
LOTIONS  
FACE POWDERS  
ROUGES  
MASCARA  
HORMONE CREAMS  
LIPSTICKS  
NAIL POLISH

**EUCOS  
PRODUCTS LTD**

CARLISLE ROAD, HENDON

LONDON.NW9



**'DAWN'**  
(Regd.)

RAVEL PROOF

THE FACE CLOTH  
THAT SELLS  
AGAIN  
AND  
AGAIN

The special "Dawn" Ravel-Proof process gives a soft yet durable face cloth which immediately creates a good impression. In actual use, this face cloth never gets slimy and will always retain its shape.

Your customer will appreciate these points, and thank you for introducing "Dawn." They retail at 6d. and 9d. each, carry a good profit and are packed ready for handing over.

"Dawn" Face Cloths are available in a variety of charming colours with daintily embroidered edges. Packed separately in transparent wrappers in attractive display outers of one dozen. Wholesale and export only.

**Jacques Fabrics Ltd**

105/107 Princess St., MANCHESTER

London Agent: G. H. Bolton, 28 Falcon Sq., Aldersgate St., E.C.1

# **BIG NEW** *Jubilee Trade* **free of risk!**



Here's a great idea which will bring you lots of new business—sell Potter & Moore's Mitcham Lavender as a delightful memento of the Silver Jubilee. There's not the slightest risk of loss as these mementos are a clever adaptation of Standard sizes.

A fascinating Royal Blue and Silver Jubilee Label has been fixed to one face of the bottle whilst the familiar Lavender Label is retained on the reverse side.

## **Potter & Moore's** *Original Mitcham* **LAVENDER**

In the event of any stock remaining unsold after the Jubilee, the Jubilee label can be stripped and—Hey presto, you have the standard bottle again.

Each memento is boxed in a Gold Tinted presentation case.



# Smart Women are looking for

Something attractively new and different—that's what you need on your counter! Then here you are—DIANA CLARE Toiletries. Their smart modern containers catch the eye of every woman of taste. Their quality ensures that every woman who tries them will keep on buying them—besides recommending them to her friends.

The DIANA CLARE range includes Cleansing Cream, Foundation Cream, Cleansing Lotion, Astringent, Liquid Skin Food and Special Skin Food. All these are in two sizes, attractively packed. Also Face Powder, Cream Rouge, Eye Shadow, Eye-lash Cosmetic and Lipstick.

Remember—"DIANA CLARE" preparations, being made of materials of guaranteed purity, are absolutely harmless. You'll find them reliable, quick-selling lines. Why not write for Trade Terms?

Chalon Freres, Ltd., 7 Warwick Place, London, W.9  
Abercorn 2137



Photograph of Display Stand

## diana TOILET PREPARATIONS clare

# ALUMINIUM CONTAINERS

# CORFIELD LTD

## for your Jubilee Packs

Embossed  
Decorated  
or Plain. Compact Boxes & Vanitie  
cases in enamelled, plated and  
relieved finishes. Advice without  
charge. Quotations to your needs.  
Competitive prices. Prompt  
delivery.

*Screw Caps & containers in all metals*

**TRAFALGAR WORKS**  
**MERTON, LONDON, S.W. 19**

'Phone :  
Liberty 1144

Cables :  
Corfalgar, London

ALL COMMUNICATIONS, ORDERS AND REMITTANCES SHOULD BE ADDRESSED TO BEBINGTON, CHESHIRE.

Registered Offices and Export Department:  
UNILEVER HOUSE,  
BLACKFRIARS, LONDON, E.C.4



By Appointment  
TO H.M. THE KING

NEW  
VINOLIA SOAP  
PREMIER & BABY SOAPS  
BORACIC & COLD CREAM SOAP  
VESTAL & OTTO SOAPS



VINOLIA SILVER JUBILEE SOAP MEDALS

# VINOLIA

VINOLIA COMPANY LIMITED,  
Soap Makers & Perfumers,  
General Offices, Laboratories & Works,  
BEBINGTON, CHESHIRE.

Telephone &  
Telegrams:  
ROCK FERRY 500



BY APPOINTMENT TO  
H. R. H. THE PRINCE OF WALES

SHAVING STICKS  
SHAVING CREAM  
TOOTH PASTE  
LYPSYL SPRINKLE  
TOILET WATERS & PERFUMES

Dear Sirs,

We ask for your special attention to the following:-

(1) NEW VINOLIA SOAP

An entirely new Product. When ordering, whether from your Wholesaler or from us direct - kindly specify New VINOLIA SOAP every time to avoid any confusion with VINOLIA PREMIER SOAP, which, of course, will continue to be one of our standard Products.

(2) SILVER JUBILEE MEDALS

'Struck' from New VINOLIA SOAP to commemorate the Silver Jubilee of Their Majesties The King and Queen. Available in silver-blocked, blue velour display box of 36 @ 27/- per gross subject to up to 10% and 2½% discount with special prices for quantities. Sample on request.

(3) EASTER PACKS

The very attractive and varied range of VINOLIA EASTER GIFTS includes many novelties with a real sales appeal. If you have not already received a copy please write for our Illustrated List.

Yours faithfully,  
VINOLIA Co., Ltd.,

*F. A. Lawman*

F. A. LAWMAN, M.P.S.  
Chairman

THE BRITISH OWNED GOODS AND

an open  
letter!



## New Sales Record for Anzora

### Lower Prices Bring Increased Popularity

WE knew that sales of Anzora would go up when the price came down. But we never anticipated such a vastly increased demand. An immense new public has started buying Anzora—the millions who have always preferred this Gold Medal fixative have been doubled and trebled. Advertising has told the story—and advertising will continue to tell it. Anzora will forge still further ahead of all competition—with forceful advertising and reduced prices. You'll need to keep your stocks up now prices are down.

9<sup>D</sup>

1/3

2/3

#### TRADE TERMS

9d. size ... 6/- per dozen  
1/3 " ... 10/- " "  
2/3 " ... 18/- " "

#### BONUS OFFER FOR WINDOW DISPLAYS

13 to the dozen for all orders  
placed in March. Showcards  
supplied free on request.

*The Gold Medal Hair Cream*

# ANZORA

## MASTERS THE HAIR

ANZORA PERFUMERY Co. Ltd., LONDON, N.W.6

## SPEED UP DESPATCHES

### ★ Overprinting troubles solved !

*A matter of interest to*

**YOUR WORKS MANAGER  
SALES DEPARTMENTS  
FACTORY FOREMAN  
DESPATCH DEPARTMENTS**

*Why do over 400 manufacturers and  
others in the Chemical Industry use the*

### ★ LANGAPRES

*What is it and what will it do ?*

An ALL-BRITISH office or factory printing machine made in several sizes and adaptable for all kinds of printing on any material. Standard printers' type, linotype, or blocks are used. Largely used for "own name" branding, overprinting standard labels or infilling on cartons. Over 15 models made, all on the well-known principle which assures perfect results whether handled by juniors or expert operators. A remarkable adjunct to any existing printing plant or a valuable self-contained unit costing from £9 10 0 complete.

#### TYPICAL USERS

BOOTS PURE DRUG CO. LTD.  
BRITISH DRUG HOUSES LTD.  
EVANS SONS LESCHER &  
WEBB LTD.  
EVAN-WILLIAMS CO. LTD.  
J. C. & J. FIELD LTD.  
I.C.I. LTD.  
BAYER PRODUCTS LTD.

McCLURE YOUNG & CO.  
LTD.  
JOHN KNIGHT LTD.  
KOLYNS INC.  
STEVENSON & HOWELL LTD.  
BRITISH COLLOIDS LTD.  
U.C.A.L.  
WIGGLESWORTH LTD.  
AND OVER 400 SIMILAR FIRMS

*A large printer from the Midlands remarked at the  
B.I.F. Olympia: "Your new model is the most inter-  
esting and the only new article I have seen in the Fair"  
A POSTCARD WILL BRING PARTICULARS*

## LANG CLAYDEN LTD.

BUSH HOUSE, ALDWYCH, LONDON, W.C.2



Another great **BOURJOIS** novelty for



RETAIL PRICE

**1/9**

Cat. No. 6230

TRADE PRICE 14/- per doz.  
(U.K. only.)

This very attractive showcard displays three of the actual HORSE-SHOES and is supplied free with every order for one dozen or over

**EASTER**

AND THE

**SILVER JUBILEE**

*Evening in Paris*

**PERFUME**

IN A LUCKY

**HORSE-SHOE**

A dainty souvenir gift in the Jubilee colours — blue and silver — containing the most popular perfume of the day. "Evening in Paris" novelties are famous for their appeal and ready sale — this is the latest and best.



**BOURJOIS**

BOURJOIS LTD. Head Offices, Factory and Laboratories: QUEENS WAY, CROYDON, SURREY  
London Showrooms: Standbrook House, 2-5, Old Bond Street, W.1





# YOU ARE MAKING MONEY WITH BRYLCREEM

It is an astonishing fact that 40,000 bottles of Brylcreem were being sold every week *before a penny was spent on advertising it to the public.* This figure was reached on quality alone; by now the popularity of BRYLCREEM is as unquestioned as its value. Think of the money-making power behind BRYLCREEM now that £6 per working hour throughout the year is spent on press advertising! Add to this the encouragement of a generous profit margin,

and you will allow that BRYLCREEM is the most profitable line you have to stock. And now we have launched our companion preparation for ladies and discriminating men—BRYLCREEM de LUXE. Behind it lies the BRYLCREEM reputation for quality, purity, and value; before it, a new and practically untouched field of custom. Women have been wanting BRYLCREEM de LUXE for years; they won't need convincing. Men have never been offered anything like it before. The handsome black glass jar and the striking package make your task easy from the start. Here is a brand new product, a ready-made market, and a golden opportunity for you. Act at once, and take the best custom. Write immediately to your wholesaler or to the COUNTY PERFUMERY COMPANY, North Circular Road, Park Royal, N.W.10. Telephone: Willesden 1283. Telegrams: "Brylcreem, Harles, London."

## YOU CAN NOW MAKE MORE WITH BRYLCREEM DE LUXE





# The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

MARCH 16,  
1935

28, ESSEX STREET, LONDON, W.C.2

## ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

**BUSINESSES WANTED** and for **DISPOSAL, PREMISES TO LET** and for **SALE, PREMISES WANTED, PARTNERSHIPS, GOODS FOR SALE AND AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

**SITUATIONS OPEN**—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

**SITUATIONS WANTED**—2/- for 18 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

**LEGAL NOTICES, TENDERS, AUCTIONS**, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines = 1 inch single column). (Box No., 1/- extra.)

**MISCELLANEOUS (Wholesalers') Section** for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less. (Box No., 1/- extra.)

**EXCHANGE COLUMN** (for Retailers, etc.)—Twopence per word, minimum 2/- (Box No., 1/- extra.)

**THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2**

Telephone: Central 6565 (8 lines).

Telegrams: "Chemicus, Estrand, London."

## CLOSING FOR PRESS

must reach us  
not later than

FIRST POST THURSDAY MORNING

All advertisements intended for  
insertion in this Supplement

## ORRIDGE & CO. 56 LUDGATE HILL, E.C.4

ESTABLISHED 1846

Telephone Nos.: CITY 2283 & 7477

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—CROUCH END (NEAR).—Middle-class retail business for sale owing to advanced years and failing health of the proprietor; turnover will exceed £1,250 this year; rent and rates entirely covered by sublets; stock and fixtures worth approximately £600; offers invited.

2.—FOREST HILL (NEAR).—General retail business with Post Office, producing net profit of about £450 per annum; 8-roomed house with bathroom, etc.; rent £75 rising to £80; price about £1,400; option to purchase property for £1,250.

3.—BALHAM (NEAR).—Main road Chemist's and Optician's business for sale; returns approximately £1,900 per annum; excellent profits; stock and fixtures worth over £900; premises worth £2,000; price of property and business £2,650, £1,000 of which can remain on mortgage.

4.—EARLS COURT.—Middle-class retail business; must be sold immediately; turnover exceeds £1,700 per annum; scope for increase; stock and fixtures worth £900; first offer exceeding this sum will be accepted; long lease at very reasonable rental.

5.—WEMBLEY (NEAR).—General retail business with side-line; very old-established; returns 1934 approached £1,900; double-fronted shop in main road shopping centre; excellent house; price about £1,200.

6.—KENT.—Recently-established business returning between £19 and £20 weekly; double-fronted shop on main bus route; rent £35 held on long lease; stock and fixtures worth about £550; price £700.

7.—CAMDEN TOWN.—Cash retail business in marketing thoroughfare; established 100 years; net profit if personally conducted would be about £400 per annum; rent £100; sublet 30s. weekly; held on lease; price £650.

8.—CHINGFORD (NEAR).—Middle and working-class business; N.H.I. scripts approximately 300 monthly; returns 1934, £1,237; double-fronted shop with three windows; very good living accommodation; price of business about £1,000; freehold property also for sale.

9.—TOOTING.—Middle-class drug store established 50 years; returns 1934, £883; gross profit £308; long lease; net rent £67; price just over £200; vendor also has a business in S.E. London which can be purchased for £450-£500; returns last year £1,115; gross profit £446; whole of rent sublet; early sales are desired and the first reasonable offers will be accepted.

10.—SURREY.—Few miles out. Middle-class retail business with Kodak agency; established nearly 5 years; increasing turnover, this year being £1,580; net profit £400-£440 per annum; stock and fixtures worth £650; net rent and rates £77 per annum; price all-at £950, or valuation terms entertained.

11.—WORCESTERSHIRE.—Old-established business for sale on account of vendor retiring; returns exceed £1,500 with scope for increase; attractive house situate in picturesque surroundings; rent £100 or property may be purchased; price asked for business £200 for goodwill plus stock and fixtures at valuation.

12.—CORNWALL.—Chemist's and Optician's business; returns approach £2,500 per annum; net rent £78 per annum; long lease; price about £500 for the lease and goodwill plus valuation of stock and fixtures, in all about £1,650.

13.—WARWICKSHIRE.—Good-class business with Kodak and Ucal agencies; increasing turnover, last year being £1,224; lofty shop nicely fitted and well stocked; rent £75 per annum; sublet £32 ros.; held on renewable lease; price £675 or valuation terms entertained.

14.—BUCKS.—General retail business with side-line; returns 1934, £2,300; very well-stocked shop; mahogany fittings; rent £65 per annum; rates £6 per annum; price £1,350.

15.—OXFORDSHIRE.—Very old-established high-class retail and dispensing business; returns exceed £3,500 per annum under management; net profit to managing owner about £1,000 per annum; chartered accountant's figures available; further details to genuine applicants.

16.—HAMPSHIRE.—Drug store with Kodak agency; returns 1934, £1,128, with gross profit £488; rent £110 per annum; lease 18 years unexpired; price £750.

17.—NORFOLK.—Country retail business, very old-established; increasing turnover, last year being £1,836; good profits; stock and fixtures worth nearly £800; good living accommodation with bathroom; freehold worth £1,350 (lease might be granted); all-in price including freehold £2,250.

18.—SURREY.—Good-class family retail and dispensing business with optics about £100 per annum; returns 1934 exceeded £2,200; living accommodation; garden and garage; price to include business and property £2,800; freehold worth £1,650.

19.—WILTSHIRE.—Dispensing and general retail business; returns 1934, £2,217 with gross profit £738; stock and fixtures estimated at £800; net profit about £500; rent £56 which includes 6-roomed house; held on lease; price to be arranged; vendor purchasing another business.

20.—LANCASHIRE (HEALTH RESORT).—Country business with wine and spirit licence; returns this year at the rate of £1,850 per annum; double-fronted corner shop; rent £100 per annum; long lease; price all-at £700 or valuation terms entertained.

## Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.



# Ernest J. George & Co.

Bank Chambers, 329 High Holborn, London,

Telephone Nos.: Holborn 7408 & 7407 (2 lines)

W.C.1

15 Bridge Street, Walsall

Telephone: Walsall 3774

Lancashire and District Representative: Mr. E. BROWN, 21 Davenport Road, Hazel Grove, Stockport.

Correspondence, mutually confidential, is invited from prospective purchasers of the following businesses at present available for purchase.

(C1) IANCS. (SEASIDE RESORT).—Beautifully-fitted pharmacy occupying leading position; turnover approximately £2,000 per annum; net profit about £400; good scope for further increase; owner retiring; price £1,000, including stock £500 (at valuation).

(C2) LONDON, S.E.—Established retail business, with up-to-date house, situated in thickly populated residential area; turnover approximately £1,700 per annum; net profit £475; no near opposition; price by arrangement.

(C3) HARROW (NEAR).—Attractive modern pharmacy, with self-contained six-roomed flat; present returns approximately £40 per week; no near opposition; excellent future prospects; price all-at £1,050.

(C4) MIDDLESEX.—Prominently situated up-to-date pharmacy, with splendid future potentialities; present returns approximately £30 weekly, and steadily increasing; wonderful opportunity for chemist prepared to wait for a reasonable time for results, which are practically inevitable; price for quick sale £850, representing less than the value of stock and fixtures.

(C5) NORTHANTS.—Established lock-up pharmacy for quick disposal owing to special genuine circumstances; turnover approximately £26 per week; abundant scope for further increase; low rental; first reasonable offer accepted.

(C6) LONDON, EAST (DEATH VACANCY).—Good profit-earning business for immediate disposal; turnover for 1934, £1,673; net profit about £400; lock-up shop; price all-at £500.

(C7) MANCHESTER.—Old-established business, with splendid potentialities under intensive proprietorship; present returns approximately £22 per week; have previously exceeded £40; commanding corner position; excellent living accommodation; rent £60; price to comprise value of stock and fixtures only (approximately £850); near offers considered.

(C8) SOUTHPORT.—Lock-up pharmacy, with excellent opportunities for increase; present returns approximately £1,850 per annum; price all-at £700.

(C9) LONDON, S.W.—Excellent profit-earning cash business, with definite opportunities for further development; turnover approximately £2,300; net profit upwards of £600; reasonable rental, including living accommodation; price £1,950.

(C10) LIVERPOOL.—City business, with good scope for extensive development under personal proprietorship; turnover approximately £1,800 per annum; low rental; price £975, or near offer.

## VALUATIONS FOR ALL PURPOSES AT ECONOMIC RATES.

## BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

1.—SOUTH COAST.—Old-established Cash Retail, with good Prescribing and Non-Proprietaries; returns about £1,450; net profit £360; good house; main-road position; fully stocked; price £1,200.

2.—HOME COUNTY (25 miles out).—Old-established Business, in pleasant district; practically unopposed; returns approach £1,500; good profits; books properly kept; lock-up shop; low rent; on lease; fully stocked; price £850.

3.—ESSEX COAST.—Light Family Retail, showing steady increase; present returns about £1,350, net profit approx. £350; books audited; corner shop, fully stocked; moderate rent; long lease; price £850 or valuation terms arranged.

4.—SUSSEX.—Good-class Chemist's Business with small Optics, in good residential town; turnover last year £1,547 under manager; plenty of scope; excellent modern Pharmacy and house; rapidly growing district; price about £1,150.

5.—BANK OF THAMES.—Good Middle-class Business; well established; returns approach £1,600, under management; plenty of scope; main-road position; net rent £61; large, well-fitted shop; good stock; price £1,000.

6.—KENT (14 miles out).—Unopposed Village Business; pleasantly situated; returns £1,150, net profit £290; stock and fixtures worth approximately £600; price £750.

7.—RAYNES PARK (near).—Good-class Suburban Business, in growing district; returns about £1,500; modern pharmacy, with flat over; well fitted and stocked; price £850 or offer.

8.—MARLOW (near).—Good-class Business; pleasantly situated; no near opposition; turnover £1,000, increasing; good house, garage, etc.; rent £80; stock and fixtures worth about £600; price £750 or valuation terms arranged.

9.—LONDON, S.E.—Old-established Business with P.O. attached; returns £1,250, increasing, plus £250 from P.O.; net profit over £450; attractive shop, with good house; low rent; valuable lease; price £1,400.

10.—ST. PANCRAS (near).—Light Cash Retail with N.H.I. and Photo, in thickly populated district; returns under manager over £1,000; scope for increase; smart double-fronted shop, well stocked; low rent; price £500 or near offer.

### BUSINESSES WANTED.

We have a large number of genuine Cash Buyers seeking sound concerns showing from £300 to £800 net profit yearly, and intending vendors desirous of a quick sale, without any publicity, should communicate with us at once.

Estab. 1870.

Telephone: Terminus 3574.

S. F. CLARK, F.N.A.A. 'Phone: Prospect 3366

CHEMISTS' VALUER & TRANSFER AGENT

34 Marksbury Avenue, Richmond, Surrey

Gives PERSONAL and CONFIDENTIAL service in respect of VALUATIONS for all purposes, BUSINESS TRANSFER, PARTNERSHIPS, COMPANY FLOTATION, and MORTGAGE matters.

Uninterruptedly associated with Pharmacy since 1896.

## THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED

(Business Agency, Transfer & Valuation Department)

KIMBERLEY HOUSE, and at EXCHANGE CHAMBERS, Holborn Viaduct, LONDON, E.C.1 2 Bixteth St., LIVERPOOL.

PARKIN S. BOOTH, Valuer. Tels.: CITY 3691 (4 lines).

VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.

Enquiries Invited.

## TO GET INTO DIRECT TOUCH

with the best buyers of Drugs, Chemicals, and allied products

## ALL OVER THE WORLD

use regularly the publicity service afforded by

## THE CHEMIST & DRUGGIST



## BUSINESSES FOR DISPOSAL.

6s. for 50 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**CENTRAL LONDON.**—Old-established Cash Business, occupying corner position in busy main thoroughfare; much neglected; present turnover about £45 weekly, with scope for unlimited extension by the addition of capital and generally modernising; the first offer exceeding £600 will be accepted. 257/323, Office of this Paper.

**HAMPSHIRE.**—Unopposed Country Business; £20 weekly turnover; rent £52, covering good house, garage, kitchen garden and long riverside meadow; electric light throughout; will suit (1) Chemist who will visit surrounding villages in car (open for purchase, with luggage-box and removable name-board on roof) and leave wife in charge for a few hours, or (2) Elderly Chemist wanting quiet business in rural surroundings; stock and fixture valuation, about £650. Apply 80/3, Office of this Paper.

**KENT** (12 miles London).—Splendidly fitted, well-stocked Pharmacy, with Selo Agency; established 1933; present returns nearly £20 weekly, increasing; no near opposition in rapidly growing district; rent £35 p.a.; rates £15; long lease; lock up; flat available over at £1 per week; price £700 or near offer for quick sale. 83/4, Office of this Paper.

**LEEDS** (Working-class Suburb).—Old-established Chemist; N.H.I. average 500 monthly; turnover £1,000; genuine and will bear investigation; rent £65, rates £20, house sublet at 14s. (possession if desirable); satisfactory reasons for selling; a bargain, all at £350 (value of stock and fixtures). Marsden, Chemists' Valuer, 29 Oakwell Crescent, Leeds 8.

**LONDON** (Central).—In populous district; a few doors from world-famous theatre; takings £1,000 under management; good N.H.I.; no near opposition; accountant's figures; genuinely capable of very large increase; present hands 12 years; owner has bought country business and will accept £450 or valuation terms; rent £1 per week on lease. P.C.B. 156/21, Office of this Paper.

**LONDON** (near).—Large Pharmacy; well fitted and stocked; open 7 months; owner unable to continue through lack of capital; present returns average nearly £14 per week; 20 years' lease; well situated in busy shopping centre of large residential area; plenty of scope; price about £1,500, inclusive. 81/13, Office of this Paper.

**LONDON** Residential suburb, with large Ladies' Hairdressing Salon at back (shortly vacated), available for side lines; capable of great increase; turnover now £1,000; bankers' or trade references. 82/31, Office of this Paper.

**LONDON, S.E.**—Old-established Pharmacy; working-class district; heavy Panel; Kodak and Selo Agencies; shop, 6 rooms and scullery; rent £50 per annum, on lease; turnover £1,300 under management; accountant's figures; price £900; bankers' references in first letter, please. 81/4, Office of this Paper.

**LONDON, W.**—Imposing double-fronted shop in good-class shopping centre; established three years; shop handsomely fitted and well stocked; also compact modern flat above; stock at valuation; fittings £350; takings approximately £1,350; excellent scope for improvement. 82/33, Office of this Paper.

**MANCHESTER.**—Cash Retail Business; fine Dispensing trade; excellent Jewish connection; situated in populous area; no opposition; N.H.I. 1,000 per month; turnover (increasing), £1,500 per annum; double-fronted corner shop; 5 five-foot windows; stock approx. £375; fixtures and fittings, including modern National cash register, £350; rent £100 per annum, inclusive of rates; suit multiple company or chemist with 100 per cent. business ability; price £1,250. 84/4, Office of this Paper.

**NORTHANTS.**—Old-established Pharmacy for immediate disposal; premises consist of shop and warehouse accommodation, and held on lease, 4 years to run, with option of renewal; rental £60 per annum, exclusive; returns £28 per week; stock approx. £500; offers invited. Full particulars, Association of Manufacturing Chemists, Ltd., Kimberley House, Holborn Viaduct, London, E.C.1.

**N.W. SUBURB.**—Middle-class Cash Retail, with Kodak, Selo and Ucal Agencies; modern double-fronted shop; well fitted and stocked; good living accommodation; long lease at £150; net profit approx. £400; main-road position in growing neighbourhood; price £950. 81/9, Office of this Paper.

**WILLESDEN.**—Old-established Business of High-class Chemists and Toilet Manufacturers, with increasing turnover; splendid opportunity for rapid development with moderate capital; well situated and adaptable premises; rental £200 per annum; would prove an advantageous acquisition to existing business or purchaser with knowledge of the trade. Further particulars apply Barrett, Cramp & Gregory, 38 Great Smith Street, S.W.1.

**A CHEMIST'S** Business in South Shields for immediate disposal, old established; present owner 23 years; large double-fronted shop, cellars, and rooms above; well stocked, medicated wines; improving returns; price £800 (less than valuation); genuine sacrifice; owner leaving district. Apply Owner, 19 Frederick Street, South Shields.

**A WELL-ESTABLISHED** Dispensing Chemist's Business for Disposal in very busy shopping centre in popular South Coast town; modern, well-equipped premises; rent £75 per annum; long lease; ingoing about £600. Sole Agents, Sang & Leonard, 117 Western Road, Brighton.

**CHEMIST'S** Confectionery Factory; fully equipped power machinery for production of Medicated Boiled Goods; trade name, goodwill, formulas; moderate rental. Full particulars 62 High Road, Woodford Green.

**IF** you have a Business to Sell, or desire to Purchase one, don't broadcast the fact!!! My system is to introduce Vendor and Purchaser *privately*, and to negotiate the transfer and valuation *personally*, in an impartial and unbiased manner. Your stock valued for income-tax requirements, and your accounts audited under the same conditions of secrecy. S. F. Clark, F.N.A.A., Chemists' Valuer and Transfer Agent, 34 Marksbury Avenue, Richmond, Surrey. Phone: Prospect 3366.

**SHOP**, 3 rooms, large garden; electric, gas; agreement 5½ years; Herbal Drug Stores; stock, fixtures, goodwill; profit averages £8 week; trial given; only shop in town; main street; £150; rent £5 12s. 6d. month clear; 30 or 40 miles London. Write 17 Broad Street, Canterbury.

## BUSINESSES WANTED.

**DRUG** Store wanted by Unqualified person immediately, preferably on the coast; other positions considered; must have good living accommodation and garden; turnover about £1,000. Write, giving fullest particulars and price required, to A. D. C., 134 Littleheath Road, Selsdon, Surrey.

**WANTED** to Purchase, in Midlands or North England, preferably city or market town, Druggist's Business; turnover £3,500 upwards. Reply, with fullest particulars (in strict confidence), to P.C.B. 156/7, Office of this Paper.

## PREMISES TO LET.

**BEDFORD.**—To Let, Lock-up Shop, with Warehouse and Motor Accommodation; good district; rent £60 per annum; splendid opening for Retail Chemist. Write Fairholme, 70 The Grove, Bedford.

**KIMBERLEY, NOTTS.**—Five miles Nottingham, lock-up Chemist's Shop, completely fitted; Glass Case Dispensing Screen, Glass Case Fronted Counter, Wall Case, Drug Run, Liuleum, 9 ft. by 3 ft. Cased-in Window; electricity; established 10 years, branch; population 6,000; rent 11s. 5d. clear; five surrounding villages without Chemist; vacant. Clarke, 15 James Street, Kimberley, Notts.

**FACTORY**, Ground Floor 2,700 ft., equipped for Manufacturing Collapsible Tube Goods; office, packing rooms and garage; power; electric light, all fittings; Grinding, Filling and Sealing Machines by Cowles; would Let on Lease or Agreement at low rental; ready to commence work; all at £75; letters. Simpson, Albert House, Albert Road, Eltham, S.E.9.

## BUSINESS OPPORTUNITIES.

**ADVERTISER** desires to purchase a Small Established Proprietary, preferably a laxative. Send full particulars in confidence to Norman Kark, 610-20 Grand Buildings, Trafalgar Square, W.C.2.

### TO WIDEAWAKE FIRMS OR INDIVIDUALS.

**PATENTEE** holds Valuable Patent relating to new principled Sifter-Powder Puff which will revolutionise the puff and flap-jack trade.

Cost of manufacture *only coppers*, enabling the mass market to be reached; will be more than treble the sale of the flap-jack; orders been offered by every firm to whom samples shown.

Advertiser prepared sell outright or will consider alternative proposition; only firms or individuals of financial standing considered. Write "Patentee," 81/15, Office of this Paper.

## INFORMATION WANTED.

**£5** WILL be paid for information, if acted upon, of an opening for a Chemist with small capital; country or seaside preferred. 80/301, Office of this Paper.



## SALE BY AUCTION.

Removed from Wandsworth for Sale Convenience.

NATIONAL PROVINCIAL BANK BUILDINGS, 2 to 5 LITTLE BRITAIN (close to G.P.O.), LONDON, E.C. Excellent well-made CHEMISTS' SHOP FITTINGS, Drug Runs, Wall Showcases, Glass-Fronted Counters, Dispensing Screens, Senior and Junior Silent Salesmen, Pilaster and Counter Cases, a large Assortment of Glass Shelves and Window Fittings, 8 National and other Cash Tills, Mirrors, Scales, Chairs, Electric Fittings, etc.

### B. NORMAN & SON

will Sell by Auction at their Sale Rooms as above, WEDNESDAY NEXT, March 20th, at Twelve. View Day Prior. Catalogues of the Auctioneers, 5 Little Britain, E.C.1. Telephone: NATIONAL 6463.

## AGENCIES.

**ESTABLISHED** Agent, with valuable connection throughout South Africa and own offices and sample rooms in Cape Town, Johannesburg, Durban, requests Manufacturers of Patent and Proprietary Lines, Druggists' Sundries, Toilet Requisites or articles interesting to Pharmacy Trade desiring representation in South African market to communicate for purpose of interview with Box ZL628, c/o Deacon's, 5 St. Mary Axe, London, E.C.3.

**NAIL WHITE PENCILS.**—A fine sideline; good commission; Agents wanted. Advertising Pencil Co., Stapleford, Notts.

**THE IGLODINE CO., LTD.**, Newcastle-on-Tyne, are open to appoint good reliable Agents in Norfolk, Suffolk, Essex, Surrey, Sussex, Kent, Oxford, Gloucester for the sale of their product Iglocline and Specialities; best terms given.

## APPRENTICES.

**WANTED.**—Apprenticeship to Pharmacy (age 18); eligible for Registration. Pullin, Station House, Lodge Hill, Westbury, Wells, Somerset.

## SITUATIONS OPEN.

### RETAIL (HOME).

6s. for 40 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra)

**LONDON (East).**—Wanted, M.P.S. as Assistant for Dispensing and Counter; honest and trustworthy. 'Phone Friday evening between 6-8 p.m. and Sunday after 2 p.m. Bishopsgate 4449.

**LONDON, S.W.**—Assistant (about 25), Unqualified, required immediately; with good-class Dispensing and Counter experience. Full particulars, with copies of testimonials and salary required, P.C.B. 156/16, Office of this Paper.

**LONDON, S.W.**—Qualified Assistant (male), in good-class Dispensing business. Please state age, height, experience and salary required. 82/52, Office of this Paper.

**LONDON, W.1.**—Wanted, Junior Qualified Assistant (male) for Dispensing business in the West End. Please give fullest particulars, including qualifications, experience, salary required and when disengaged, to 82/30, Office of this Paper.

**MANCHESTER.**—A Young Qualified Chemist wanted immediately; must be a reliable and accurate Dispenser and have a good general knowledge of business. Give details of experience, age and salary required. 84/1, Office of this Paper.

**WEST WALES.**—Qualified Chemist-Optician, capable of full control of business; used to managing staff; must be of a pleasing manner; house provided. Send full particulars, age, salary required, and photo (returnable). 83/5, Office of this Paper.

**A.A.**—LONDON, E., a Qualified man required, with good all-round experience, for working-class district; must be a capable Window-dresser and accustomed to quick and accurate N.H.I. Dispensing. Write, giving full particulars, age, experience and salary required, "Chemist," 76 Carnarvon Road, London, E.15.

**A QUALIFIED** Chemist (age immaterial), bachelor or widower, offered Managership for shop in good-class new Birmingham district; light duties, with congenial home comforts (there are no children); also one-third of profits from Retail shop, Manufacturing and Wholesale concern for an investment of £200; photo if convenient. Please state age. 82/43, Office of this Paper.

**ANDREW, Charles W., Ph.C.**, 18 High Road, East Finchley, N.2, requires immediately a Competent Qualified Male Assistant (about 30); good Window-dresser; salary £200. 'Phone Tudor 1559 for interview or write full particulars.

**ASSISTANT**, one with West End experience preferred, or recently in high-class Pharmacy (age 24 to 30); state age, experience and salary required. R. C. Green, 187A Brompton Road, London, S.W.3.

**ASSISTANT (25-30)**, Unqualified; smart at Counter, Window-dressing, etc., also ordinary Dispensing; able to take charge, under supervision of invalid proprietor; salary and commission. Full application to Ernest J. George & Co., Bridge Street, Walsall.

**BODY'S PHARMACIES**, Southend-on-Sea, have vacancy for Qualified Chemist-Optician J.C.Q.O.; must be experienced in all branches of Modern Pharmacy and a competent Refractionist; state full particulars first letter, age, height, sex, married or single, when disengaged, salary now earned and required, and enclose recent photograph.

**EXPERIENCED** Assistant required for working-class district; good Salesman and careful Dispenser. State age, height, salary required and full particulars. Apply J. B. Hewitt, 493 Seven Sisters Road, N.15.

**FEMALE** Assistant required for busy Pharmacy; good knowledge of Counter and Dispensing. Full particulars and salary required to Secretary, Tamworth Industrial Co-operative Society, Ltd., 5 Colehill, Tamworth. Canvassing a disqualification.

**LADY** Assistant, Qualified, good Window-dresser essential, for Toilet Department and assist Dispensing. Send references and salary required. Hutton & Barrett, Ltd., 42 Parade, Leamington Spa.

**LADY** Assistant required at the end of the month for Dispensing and Counter; must be capable. State age, height, salary required and experience. Apply Charlesworth, 185 Marlowes, Hemel Hempstead, Herts.

**LADY** Assistant, Unqualified; no improvers; must be quick and accurate Dispenser N.H.I.; good Counter experience and up-to-date Toilet Article trade; full particulars of age (photo if possible), experience, copies only of testimonials, when disengaged, salary required; Midlands. 74/12, Office of this Paper.

**MALE** Assistant wanted immediately for Dispensing, Toilet and General Counter Work; good appearance and experience essential. Full particulars in first instance as to age, when free, salary required, etc., to G. M. Woodlands Chemists Ltd., Lombard House, Little Britain, London, E.C.1.

**MANAGER**, Qualified, for branch business in delightful S. Devon seaside town; young energetic single man preferred; interview London. 83/3, Office of this Paper.

**MR. R. WOOLBY BROOKE** requires a tall Qualified Junior (Male) (not over 23) as Third Assistant. Applicants are asked to send full particulars, with photo, by post to "B," 38 Gloucester Road, S.W.7. Letters not replied to after 3 days respectfully declined.

**PART-TIME** Assistant, Qualified, married, and accustomed to good-class business; light evening duties; a 4-room flat. Apply Messrs. Amore & Co., 173 Sloane Street, S.W.

### PHARMACY.—The Royal Arsenal Co-operative Society, Limited, has vacancies as under:—

Qualified Locum to act as Manager's Relief, from May to October.

Unqualified Male Assistant, as locum, from May to October.

Female Unqualified Assistant, as locum, from April to October.

Apply in writing, stating age and experience, to the Staff Manager, Royal Arsenal Co-operative Society, Limited, 148 Powis Street, Woolwich, S.E.18. Widows and single persons only will be considered in the case of the Female Assistant. Endorse envelope "Pharmacy."

NOTE.—Canvassing of members of the General Committee or Officials will disqualify.

**QUALIFIED** Assistant, Male; accurate Dispenser, quick at Counter, good Storekeeper; good references essential; moderate salary for permanency. All particulars first letter, or 'phone (Streatham 2443), Venables, Qualified Chemist, 260 Upper Tooting Road, S.W.17.



**QUALIFIED** Assistant, with London experience, for a good-class business, to introduce ideas of present-day trading, viz., good-class store business (age about 25). Full particulars and photo to Druce & Co., 118 High Street, Oxford.

**QUALIFIED** Lady as Assistant for good-class business; suit newly Qualified; good Dispenser; used to Counter and capable of being left in charge. Give all particulars, including salary expected, by letter only to Wragg, 123 Church Road, Barnes, S.W.13.

**QUALIFIED** Assistant required, Lady or Gentleman, for middle-class business; must be thoroughly reliable, good Counter-hand and Window-dresser. State full particulars, age, height, experience, wages, married or single, when disengaged, to Draycotts, Ltd., 217 Loughborough Road, Leicester.

**SENIOR** (age 25 to 40), with high-class Pharmaceutical and Optical experience (no sight-testing); Chemist Qualification desirable but not essential; a first-class man is required in about a month's time to live over premises; London suburb. Applications treated in strict confidence. 82/50, Office of this Paper.

**TWO** Qualified Managers required; one with living accommodation. Apply, stating experience, age and salary, to Long & Strickland, 21 High Street, Bognor Regis.

**UNQUALIFIED** Assistant for Drug and Surgical Stores selling Contraceptives, etc.; state moderate wage, age, if indentured; no Dispensing. "Rhei," 82 Upper Parliament Street, Nottingham.

**UNQUALIFIED** Assistant (not over 30), with Optical qualification, required for high-class business in Surrey; unmarried; applications unanswered in 7 days respectfully declined. 81/5, Office of this Paper.

**UNQUALIFIED** Assistant wanted; write, giving full particulars of experience, references and stating salary required; preference given to young man with London experience of high-class business. 82/48, Office of this Paper.

**UNQUALIFIED** Lady required at once for good-class business; full particulars, height, age, experience, etc., in first letter; London. 257/322, Office of this Paper.

**WANTED**, April 1, Qualified Lady or Gentleman to take full charge of small Pharmacy; must be quick and accurate Dispenser; references must bear strictest investigation and applicants must be keen and reliable. State wages; situated main road West Middlesex. 82/15, Office of this Paper.

**WANTED**.—Unqualified Assistant, smart Salesman, good Window-dresser, with up-to-date ideas; honest, trustworthy and not afraid of work. Write, stating age, salary, experience, when free, to "K.," 77 High Street, London, N.W.1.

### WHOLESALE.

**NORTH** of England Firm (est. 75 years), Manufacturing Chemists, reorganising sales force, require first-class Salesmen of sound integrity, with successful sales records. High-class products, principal preparations selling in every town and village in U.K. Generous commission until ability proved, then substantial salary, commission and expenses. Important areas to be allocated. Unique opportunity to real live men who can sell goods that repeat and have brought over 20,000 unsolicited testimonials. State age, in confidence, past experience, whom representing (if any). Fidelity bond required. 77/11, Office of this Paper.

**A** PHARMACEUTICAL House has a Vacancy on its Travelling Staff for a representative, to call upon Opticians and Chemists in the Midlands and in the North of England; Optical qualification essential and Retail Pharmacy experience preferred; must reside on territory; age not over 30; send full particulars and salary required. 257/321, Office of this Paper.

**ADVERTISING**.—A prominent firm of London Manufacturing Chemists invites applications for a Senior Position on their staff from Chemists with full Literary and Advertising experience; a summary of career, with particulars of age, etc., should be given. 257/319, Office of this Paper.

**DO** you want an attractive new Proprietary to introduce to Chemists on profitable terms? The line has merit, is in an elegant Pharmaceutical pack, and in growing demand. Generous commission terms paid weekly. Write in confidence to 82/21, Office of this Paper.

### PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

**IMMEDIATELY** required by London firm, Representatives with a connection amongst Chemists, Stores, etc., to introduce an Attractive Spring and Summer "Jubilee" Line for all parts of British Isles; on a commission basis only. Apply 81/10, Office of this Paper.

**KEEN** Representative required for West of England, Devon and Cornwall to carry our Dyes ("Luton" Straw Hat Dyes, "Auroral" Cold Water Dyes, etc.), also our new and successful "Winner" Brand Pharmaceutical Products, Packed Goods, etc., in addition to non-clashing lines already handled; weekly expenses allowance and liberal commission; good opportunity for right man. Full particulars to Whitaker & Co. (Kendal), Ltd., Manufacturing Chemists, Kendal.

**MANUFACTURING** Perfumers require two thoroughly experienced Representatives—no other need apply; one for the Midlands and one for Yorkshire; strong personality and first-class sales record; to call upon Chemists, Hairdressers and Departmental Stores; own car, salary and commission. Write stating experience, fullest details, in confidence, to the General Sales Manager, Tokalon Limited, Chase Road, London, N.W.10.

**MEDICAL** Representative; must have previous experience visiting Doctors; state experience, age, salary required. 257/315, Office of this Paper.

**REPRESENTATIVE** required by well-known Manufacturers of Packed Pharmaceuticals for Yorkshire, Northumberland and Durham; young man with good personality and selling ability necessary; expenses paid, together with provision of tax, also good salary and ample opportunity for increase to anyone who could enlarge an existing reasonable turnover; present connection dates almost 30 years back. Give fullest details. 80/7, Office of this Paper.

**REPRESENTATIVE** required, for the West of England, by Wholesale Druggists; able to drive car; applications should state full particulars of experience, age and salary required. 257/320, Office of this Paper.

**REPRESENTATIVE** required on a part-time basis to represent a Manufacturer of Toilet Articles in constant demand; Birmingham and district. Reply stating exact ground covered and lines carried, in confidence, to 78/5, Office of this Paper.

**REPRESENTATIVE**, with first-class connection in Yorkshire and N.E. Coast, required by well-known Manufacturing Chemists to work and extend existing connection. Need not be M.P.S., but some pharmaceutical training essential; must reside on territory; permanent and progressive position for the right man; applications, which will be treated in confidence, should state definitely territory at present worked, age, experience, remuneration and when available. 257/318, Office of this Paper.

**SALESMAN** required; young; with experience of London Chemist Trade. Reply, stating particulars of previous employment and salary required, to 257/317, Office of this Paper.

**SIDE LINE**.—Representatives wanted for remunerative side line. Write, stating ground covered, to Marshall, M.P.S., 166 Purves Road, Willesden.

**TRAVELLER** required for Medical Propaganda; previous experience essential. Apply, with full particulars, age and salary required, to 257/314, Office of this Paper.

## SITUATIONS WANTED.

### RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**A.A.A.**—ASSISTANT, Unqualified, tall, experienced; well recommended; free any time. "J. J.," 199 Underhill Road, S.E.22.

**A.A.A.**—ASSISTANT (22), Unqualified, requires situation; anywhere; excellent London experience; disengaged. "K.," 47 Aldbourne Road, W.12.

**A.A.A.**—PHARMACIST (24) 8 years' London and provincial high-class experience, requires post as Manager or Senior Assistant; efficient and reliable. C. R. Jones, 6 Shawfield Street, Chelsea.

**A.A.**—ASSISTANT, permanent or locum; tall; highest references; adaptable; experienced all branches; unregistered; expert Salesman. "Mac," Wotton-under-Edge, Glos.

**A**CTIVE Unqualified (26); 3 posts 10 years; highest references; seeks Senior position with responsibility; good appearance and address; London or Home Counties preferred. "A.," 8 Woodfield Road, Leigh-on-Sea.

**ADVERTISER**, keen, capable, Qualified Pharmacy and Optics, F.B.O.A. (Hons.), seeks permanency or locum work; disengaged early April; abstainer; mature years. "J. C. Q. O.," 59 Bayford Road, Littlehampton, Sussex.



**A** POTHECARIES' Hall, Lady Dispenser seeks post; tall, good experience; London preferred. 83/15, Office of this Paper.

**A** S Manager or Qualified Assistant (28), Northerner; capable, conscientious worker; excellent references; disengaged; seeks post Essex, North, or East London. "M.P.S.," 17 Ashley Avenue, Mossford Park, Ilford.

**A** S Qualified or Locum; middle-aged, tall, energetic; disengaged; 15 years last 3 situations. "Pharmacist," 210A The Grove, Hammersmith, W.6.

**A** SSISTANT, Qualified, lady, requires position; experienced, capable; would consider part-time or week-end position. 83/6, Office of this Paper.

**A** SSISTANT, Unqualified; capable, efficient, energetic; 18 years' experience; permanency preferred. Williams, 45 Holly Road, Chiswick, W.4.

**A** SSISTANT, Unqualified; 8 years last situation; undeniable references; all branches; thoroughly experienced; London district. "J.," 17 Goldington Crescent, N.W.1.

**A** SSISTANT (24), Qualified, desires change; Family Dispensing business preferred; thoroughly experienced in Dispensing, Counter, Window-dressing, etc.; London experience. 75/20, Office of this Paper.

**A** SSISTANT (23), Unqualified, country and West End all-round experience in good-class businesses, seeks position; moderate salary. Write P.C.B. 156/13, Office of this Paper.

**A** SSISTANT (26), Unqualified, desires position; keen and experienced Salesman; accurate Dispenser; energetic; good references. "A. R. G. B.," 119 Pepys Road, S.E.14.

**A** SSISTANT (42), Unqualified; tall; whole or part-time; active; abstainer; now disengaged. Mack, 18 Aycliffe Road, W.12.

**A** SSISTANT (25), Unqualified; West End and all-round experience; good Window-dresser; London. "C.," 44 Turneville Road, W.14.

**A** SSISTANT (28), Unqualified; 12 years' London, provincial and seaside experience in all branches; free when required. Scott, c/o Wiggin, Chemist, Ipswich.

**C** APABLE, Energetic Assistant (20) desires post; permanency if possible; excellent Window-dresser and Salesman; used to fast N.H.I.; town and country businesses; very adaptable; references from previous employers upon request; urgent. Edward H. Chittington, Verney Road, Stonehouse, Glos.

**C** HEMIST and Qualified Optician, own Optical Equipment, seeks Managership or responsible position. "Chemist," c/o Exell Bros., Bank Street, Sheffield, 1.

**C** HEMIST, experienced Prescriber, disengaged April 8th, desires Management, London or Provinces. "Drug," 295 Hitchin Road, Luton.

**C** HEMIST, Proprietor, would close on short notice to apply experience, ability and financial resources to live business; interview. 81/8, Office of this Paper.

**C** HEMIST (47); single; experienced London and provincial; reliable, trustworthy; Qualified 1909, silver and bronze college medalist; who finds himself not in sympathy with modern developments of Retail Chemists' business, particularly in regard to the sale of Contraceptives and Sunday trading other than medicines and necessities, is available for Dispensing, Management or other work; excellent references; moderate salary required; moderate hours if possible; not as Superintendent of limited company, please. Monomark BM/HPGV, London, W.C.1.

**E** FFICIENT M.P.S. requires Senior position; all-round London experience, Dispensing, Counter, Prescribing; excellent references; reasonable. "Senior," 32 Myddleton Square, E.C.1.

**E** VENINGS.—Qualified Man (49) open for engagement; London; experienced all branches. "F.S.M.C.," 252 Barry Road, S.E.22.

**E** XPERIENCED Qualified Lady (32), free April; accustomed to good Dispensing, N.H.I., and all shop duties; prepared to take charge; summer season post not objected to. Miss Robinson, Ogmole House, London, N.3. Tel.: Finchley 3257.

**E** XPERIENCED Qualified Manager, married, disengaged, seeks permanency, London. "Chemist," 28 Horsenden Crescent, Greenford, Middlesex.

**L** ADY M.P.S. requires post, locum or part-time; good general experience; free now. "Chemist," 5 Randolph Gardens, N.W.6.

**L** ADY, Unqualified; locum or permanency; Counter, Dispensing, Stock, Windows; free now. "Assistant," 22 Fairfax Road, Bedford Park, W.4.

**L** OCUM, Qualified; highest references; thoroughly experienced all types of business; now booking; write for terms; any distance. Peter Grant, M.P.S., 30 Nettlecombe Avenue, Southsea, Hants.

**L** OCUM; thoroughly experienced, competent, reliable; highest references; forward bookings entertained; terms reasonable. "Chemicus," 56 Rudloe Road, Balham, S.W.12.

**M.P.S.** (60); Manager or responsible position; permanency; obliging, reliable, active; best references; moderate salary; free now. 55 Essex Avenue, Slough, Bucks.

**P** ART-TIME Lady Dispenser desires post; Hall qualification; experienced; Brighton or easy distance. 8 Prestonville Road, Brighton, 1.

**Q** UALIFIED Chemist, with Optical qualification; 25 years' first-class experience; highly recommended. P.C.B. 155/15, Office of this Paper.

**Q** UALIFIED M.P.S. (24); good Dispenser, busy N.H.I.; Counter Hand and Window-dresser; as Assistant or Manager. "Pharmacist," 23 St. Helens Avenue, Lincoln.

**Q** UALIFIED Pharmacist (39), married, family, been abroad 11 years, wishes position under supervision, at nominal salary to commence; view to managership or permanency; 23 years' varied experience; reliable, trustworthy, excellent references. Pickles, 18 Carlisle Place, Bradford, Yorkshire.

**Q** UALIFIED (29); Assistant or Manager; 10 years' good experience; London preferred. Iles, 16 Colville Terrace, Kensington, W.11.

**Q** UALIFIED (24), single, requires position as Manager or Assistant; permanency or locum; all-round experience; salary £4; free now; interview any time. Apply K. Weiss, 180 Philip Lane, London, N.15.

**S** QUARE-TRAINED M.P.S. (26); post as Manager; excellent references; Eastern Counties preferred; disengaged. Winter, 63 Muriel Road, Norwich.

**U** NQUALIFIED Assistant (29; 6 ft.): ex-public school; fully experienced; competent general routine; clean, accurate Dispenser; tactful, courteous Counterman; anywhere; immediately. Flaiman, 28 Cambridge Terrace, W.2. Padd. 2372.

**U** NQUALIFIED Assistant (21) requires temporary post during summer months, previous to qualifying. 80/5, Office of this Paper.

**Y** OUNG Lady, recently qualified Apothecaries' Hall, requires post; knowledge Shorthand, Typing, Book-keeping. Esson, Marchwood, Avenue Road, Duffield, near Derby.

**U** NQUALIFIED Retired Drug Store Proprietor will accept management with view to purchase if desired. Baldwin, 33 Manor Road, London, S.E.4.

## WHOLESALE.

**A** DVERTISER; well known to Chemists, Hairdressers and Stores; disengaged; Midlands, South Coast, etc.; represented one house nearly 14 years; another (pre-war) 8 years. "H.," 122 Old Oak Road, W.3.

**C** HEMIST, M.P.S., F.B.O.A., 25 years' Retail experience Glasgow, Leeds, Manchester, desires post as Representative; Medical or otherwise; expert Salesman; excellent references. 82/51, Office of this Paper.

**E** NTERPRISING, energetic Traveller (25); eight years' experience; sound connection with Chemists, Hairdressers and Stores, London, Home Counties, Midlands, seeks position with house of repute; excellent references; own car. 83/18, Office of this Paper.

**E** XPERIENCED Granulator (26) desires change with firm of Tablet and Pill Makers, London or suburbs; conscientious worker; excellent character. 82/2, Office of this Paper.

**M** EDICAL Representation.—Qualified, experienced young gentleman desires join first-class house; permanent and progressive; personality, good appearance; knowledge Therapeutics; familiar modern specialties; administrative and interviewing ability; resident London. 82/22, Office of this Paper.

## NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.



**P**ILL and Tablet Maker; experienced Pessaries, Suppositories and Powders; disengaged; could start at once. Hearn, 114 Lucey Road, S.E.16.

**R**EPRESENTATIVE, first-class connection Chemist, South Wales, Monmouthshire, requires representation established firm; expenses, commission. "B." 74 Connaught Road, Cardiff.

**R**EPRESENTATIVE, with first-class connection Chemists, etc., Eastern, Southern Counties, South London, seeks re-engagement; good references; salaried post preferred. N. Izod, 69 Friern Road, London, S.E.22.

**R**EPRESENTATIVE.—Young man (28), good appearance, personality, 12 years' Retail Pharmacy, wishes to represent reputable firm; Perfumery, etc., preferred, not essential; own car; sound agency considered; small salary. 82/19, Office of this Paper.

**R**EPRESENTATIVE, 15 years' experience with large house, excellent connection with all the leading Wholesale and Retail Chemists in Scotland and Northern England, highest references, seeks salaried position. 83/17, Office of this Paper.

**R**ESPONSIBLE Post; active Partnership or Agency of sound proposition. P.C.B. 156/6, Office of this Paper.

**R**ETAIL Assistant (27), married, sound West End experience, Manufacture of Creams, etc., possessing initiative and administrative ability, desires progressive situation with Wholesale House. Thomas, 78 Warwick Avenue, Maida Vale.

**T**HIRTY Years' Experience Propaganda, Sales; car; last engagement 7 years, self-terminated; highest references; every investigation; Hants, Western Counties, East Coast, Lower Midlands. "Cinchona," 151 Colwyn Road, Northampton.

**U**NQUALIFIED, 8 years Retail Assistant, seeks early situation, Wholesale or Retail; 3½ years present position; now spare man. "A.", 74 Red Lion Lane, Shooter's Hill, Woolwich.

**W**IDOW seeks work in any capacity in factory; used to controlling female labour. M. B., 47 Lowden Road, S.E.24.

**Y**OUNG Man, valuable experience production and sales, home and export, desires situation with Manufacturing Chemist and/or Perfumer; excellent export connection available. 82/11, Office of this Paper.

**???**—ADAPTABLE Stock-keeper; Patents, Sundries, Perfumery; Production Foreman, 30 girls; Salesman five exhibitions. These or anything else. (29). Streek, 35 Gladstone Street, S.E.1.

## FOR SALE.

**L**ANOLINE MANUFACTURE.—Small new plant, to produce 5 to 10 tons weekly, for sale, or Partnership with capable Manager would be considered. Apply Grayston, Incorporated Accountant, 12 Rawson Square, Bradford.

**"NATIONAL"** Cash Register for private disposal; in perfect condition; prints all sales and moneys paid out; gives cash total; going at reasonable figure. Write R. Trevor, 43 St. Mary's Square, Kennington, S.E.

**TWO BARGAINS.**—Gerard's Herbal, 1633 (T. Johnson's edition), complete, perfect condition, with all indexes and errata. Also Dioscorides, with Matthiolus' commentaries, Lyons, 1572, complete, clean, with full end papers. What offers? Write 257/316, Office of this Paper.

## MISCELLANEOUS.

**A** COMPLETE Set of Second-hand Shop Fittings, all in sections and suitable for any size shop; Glass-labelled Drug Drawers and Shelving, Wall Cases, Counter Cases, Window Enclosures, Glass Shelves; Mahogany, and just out of Use; £100, or will separate. Send requirements or call PHILIP JOSEPHS & SONS, LTD., 90-92 St. John Street, Clerkenwell, E.C.1. Telephone, Clerkenwell 2191. "Pharmacy Fitters for over a Century."

Price lists, trade circulars, samples, and printed matter can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.

**CLEAR OUT**—your Old or Damaged Stock of Photo Goods. Why keep them any longer? Turn them into CASH. **I GIVE BEST PRICES** for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along. **S. E. HACKETT, 23 July Road, Liverpool**

**CHEMISTS' FITTINGS.**—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass-fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate Glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., at competitive prices. F. MAUND & E. BERG (SHOWCASES), LTD., Shop Fitters and Shop Front Builders, 175/9, Old Street, London, E.C.1.

**F**OR CHEMISTS' Shop Fittings send to GEORGE COOK, The Working Shopfitter, Drug Fittings, Wall Cases, Serving Counters, Dispensing Screens, All-glass Counters, Counter Drawers. Rough sketches free. Lowest prices. Send your requirements to 27 Macclesfield Street, E.C.1. Phone: Clerkenwell 5371.

**£9**—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showrooms a Complete Chemist's Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs and Modern Interior Fittings. Apply for Lists, D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

## EXCHANGE COLUMN.

### FOR DISPOSAL.

(Articles up to the value of £5.)

**D.** & P. Plant for sale; Tanks, Sinks, Dry Mounters, Drying Cupboards, etc. Martin, Chemist, Cardiff.

### WANTED.

**A**UTOSTOR (Harpers) wanted; three column; price and particulars to Osborne, Chemist, Guildford.

**S**HO- SOILED Cameras and Photographic equipment wanted. Prices and particulars to Osborne, Chemist, Guildford.

**W**ANTED.—Pharmacy Fittings (Oak preferred), large size; Superior class Silent Salesmen; Cash Register; Shop Rounds; Recess Labels; in exchange for 20-gallon Ebonite D. & P. Tanks; cheap Sale Perfume; Tooth Brushes; Ceramyl, Houbigant or other saleable lines (overstocked). Henning, Larne.

## THE SUPPLY OF SUPPLEMENTS

On receipt of addressed Post Office Wrappers (not more than six at a time) stamped 1d. the Chemist and Druggist Supplement will be forwarded without cost.

**LOOSE STAMPS WILL NOT BE ACCEPTED**

If wrappers bear a halfpenny stamp only, postal delivery may be delayed.



# IMPORTANT ANNOUNCEMENT TO ALL BUYERS OF COD LIVER OIL

Keen buyers in the trade will be interested to hear of recent new developments in the Cod Liver Oil Industry. British Cod Liver Oil is of course recognised as setting a new high standard.

Arrangements have now been made by the Tower Manufacturing and Chemical Co. (Little Hulton) Ltd., of Walkden, near Manchester, to equip Trawlers fishing in Iceland and Bear Island waters—the best source of supply—with special oil-extracting machinery.

The oil is extracted with the minimum of delay. First extractions only are used, thus resulting in a very high grade of oil.

We have installed special freezing plant and machinery, and we are now able to offer the very finest non-freezing medicinal Cod Liver Oil on the market.

The method of extracting the oil immediately the fish is caught is the most modern one, and ensures an extremely low free fatty acid content. Furthermore, the oil is well above B.P. standards in every other respect, and has a high Vitamin potency.

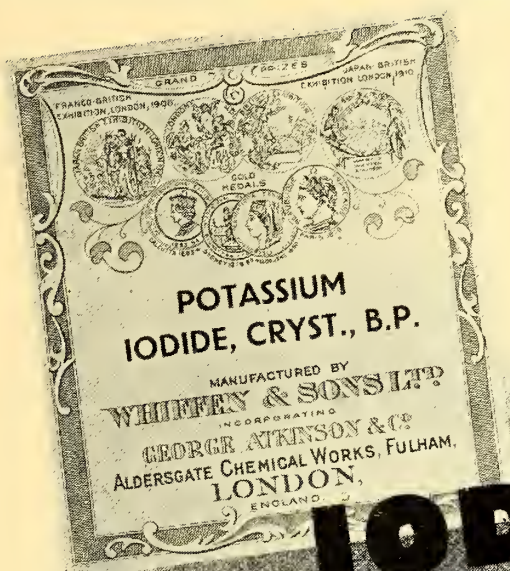
*We are in a position to offer this oil at keenly interesting prices.*

We invite wholesale enquiries for samples and prices, and can supply in barrels of 5, 10 or 25 gallons, or specially packed to suit individual requirements.

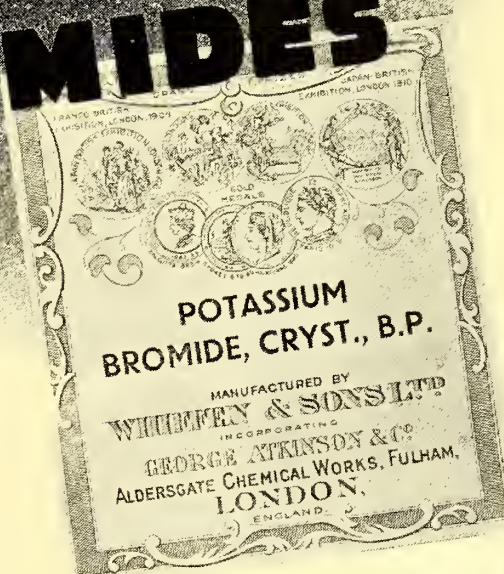
**TOWER MANUFACTURING & CHEMICAL CO. (LITTLE HULTON) LTD.**  
**WALKDEN, near MANCHESTER, LANCASHIRE**

Phone : 2475 Walkden

ALKALOIDS AND  
FINE CHEMICALS



# IODIDES Whiffen BROMIDES



DRUG GRINDING

ESSENTIAL OILS

VERMILION

**WHIFFEN & SONS LIMITED, FULHAM, LONDON, S.W.6**

Telegrams: Whiffen London

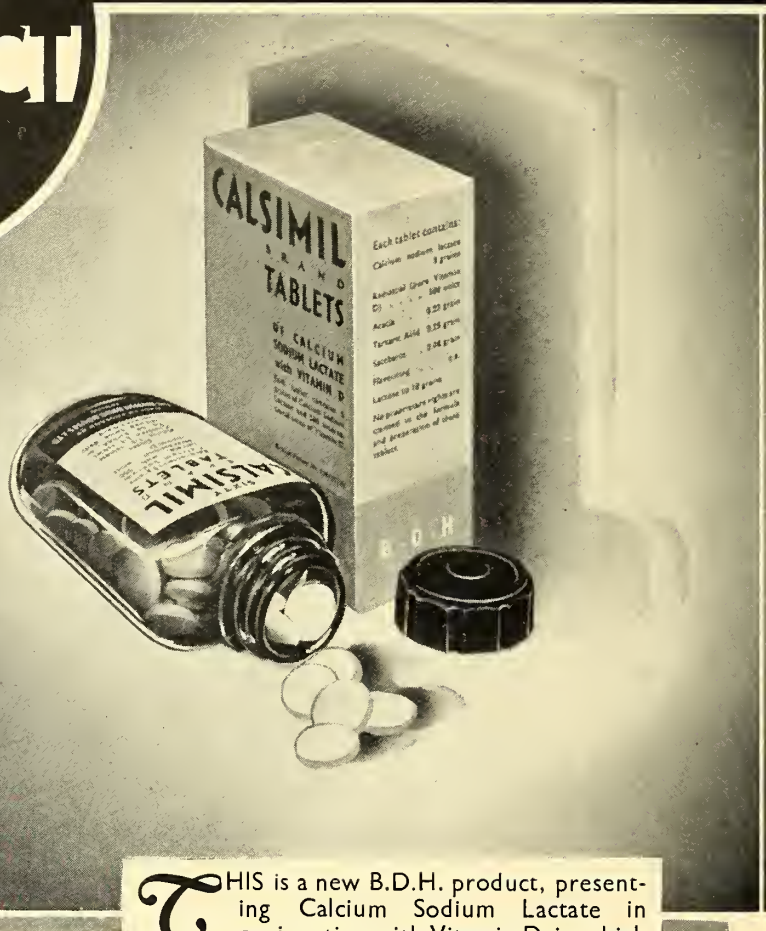
Telephone: Fulham 0037

INCORPORATING GEORGE ATKINSON & COMPANY ★ ESTABLISHED 1654





B · D · H



**T**HIS is a new B.D.H. product, presenting Calcium Sodium Lactate in conjunction with Vitamin D, in which form it is most readily assimilable; in addition the tablets are very palatable. Each tablet contains 5 grains of Calcium Sodium Lactate and 500 international units of pure crystalline Vitamin D (Radiostol).

Calsimil performs important functions in the prevention and treatment of conditions associated with calcium deficiency, such as:—chilblains, eczema, dental caries, morning sickness, etc.

## CALSIMIL BRAND TABLETS

**P.A.T.A. PRICES**

*Flasks : 60 Tablets*

Retail 2/6. Wholesale 20/- per doz. net

# THE BRITISH DRUG HOUSES LTD., LONDON, N.I